

# GRAIN DEALERS JOURNAL

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## Preventing

Fires and the Suspension of Business is of far more importance to Grain Elevator Owners than just insuring them against loss and doing nothing to save their plants from the flames.

Our earnest aim through all the years we have been insuring the property of Grain Dealers has been to assist and encourage our policy holders to correct the fire hazards of their plants, and thereby prevent the loss of property and the suspension of business. Our self inspection reports have eliminated many hazardous features, reduced fire losses and the cost of insurance to policy holders.

We specialize not only in correcting the known fire hazards of Country Grain Elevators, but we insure them against fire and wind at a minimum cost and see to it that grain salvage is promptly disposed of in the interests of all concerned. Many progressive grain dealers are the proud possessors of our improved policies.

Whether or not your elevator is an acceptable risk, our inspectors will be glad to point out how you can reduce its fire hazards and maybe prevent its burning. Shall we instruct them to look it over?

## Grain Dealers National Mutual Fire Insurance Company

C. R. McCOTTER, Mgr.  
Western Office  
Omaha, Nebr.

C. A. McCOTTER,  
Secretary  
Indianapolis, Ind.

# OKLAHOMA CITY Opens Its Doors

Every Spring when the Oklahoma Grain Dealers gather for their annual meeting, the members of the Oklahoma City Grain Exchange open their doors and cheerfully entertain the visitors.

This is an example of the good will and service your business will receive at this market. The door is open—not merely two days, but during the entire year. Any of the firms mentioned here will give your business prompt and personal attention.

## Members Oklahoma City Grain Exchange

**Langenberg Bros. Grain Co.**  
Commission Merchants, Grain Dealers,  
Exporters

**Stinnett Grain Co.**  
Wheat, Corn, Kafir

**Marshall Grain Co.**  
Grain, Seed, Flour, Feed—  
and Service

**White Grain Co.**

**J. H. Lang Grain Co.**  
Prompt and Efficient Service

**George L. Moore**  
Grain Merchant

**W. L. Perkins Grain Co.**  
Brokers

**W. B. Stowers Grain Co.**  
Commission Merchants

**Cherokee Grain Co.**  
Always in the Market

**Oklahoma City Mill & Elevator Co.**  
Millers, Grain Dealers, Exporters

**J. Edgar Strader & Co.**  
Grain—Hay—Feed

**Scannell-Winters Grain Co.**  
Grain and Feed

## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.

### ATCHISON, KANS.

Blair Elevator Co., receivers and shippers.\*  
Moore-Lawless Grain Co., consignments, futures, pvt. wires.\*

### ATLANTA, GA.

Commercial Exchange Members.  
Gregg & Son, J., wholesale brokers, grain, hay.\*

### BALTIMORE, MD.

Chamber of Commerce Members.  
Baltimore Grain Co., grain receivers, exporters.\*  
Blackburn & Co., C. P., grain receivers, exporters.\*  
Dennis & Co., grain merchants.\*  
England & Co., Chas., grain, hay.\*  
Fahey & Co., John T., grain receivers and exporters.\*  
Gill & Fisher, receivers and shippers.\*  
Hammond, Snyder & Co., Inc., receivers, exporters.\*  
Jones & Co., H. C., receivers, shippers, exporters.\*  
Lederer Bros., grain receivers.\*  
Robinson & Jackson, grain commission merchants.\*  
Steen & Bro., E., grain receivers and exporters.\*

### BIRMINGHAM, ALA.

Birmingham Grain Co., grain, feed, flour.\*  
Hemphill & Co., R. C., mdse. & grain brokers.  
Montgomery Brokerage Co., grain, gr. pdts., hay, mdse.  
Western Grain Co., mfrs. mdse. feed, crn. meal, grits.\*

### BLOOMINGTON, ILL.

Hosenwinkle Grain Co., brokers of country grain.

### BOSTON, MASS.

Chamber of Commerce Members.  
Benzaquin, Matthew D., grain brokerage commission.

### BUFFALO, N. Y.

Corn Exchange Members.  
Armour Grain Co., grain merchants.\*  
Burns Grain Co., grain commission.\*  
Churchill Grain & Seed Co., receivers, shippers.\*  
Dooley-Ellsworth Co., Inc., brokerage commission.\*  
Electric Grain Elevator Co., consignments.\*  
Globe Elevator Co., receivers & shippers.\*  
Harold, A. W., grain, barley a specialty.  
McConnell Grain Corporation, commission merchants.\*  
McKillen, Inc., J. G., receivers and shippers.\*  
Kennedy & Co. Chas. wheat a specialty.\*  
Pratt & Co., receivers, shippers of grain.\*  
Ratcliffe, S. M., commission merchant.  
Seymour-Wood Grain Co., consignments.\*  
Taylor & Bourne Co., grain merchants.  
Townsend Ward Co., The, consignments.\*  
Urmston Grain Co., grain commission.\*  
Watkins Grain Co., consignments.\*  
Whitney & Gibson, consignments.\*

### CAIRO, ILL.

Board of Trade Members.  
Cairo Grain Commission Co., consignments.\*  
Halliday Elevator Co., grain dealers.\*  
Magee-Lynch Grain Co., grain dealers.\*  
Thistlewood & Co., grain and hay.

### CARROLLTON, MO.

Claiborne Commission Co., commission merchants.\*

### CEDAR RAPIDS, IOWA.

Cedar Rapids Grain Co., corn and oats.\*  
Gifford Grain Co., grain and grain products.\*  
King Wilder Grain Co., grain shippers.\*

### CHATTANOOGA, TENN.

Board of Trade Members.  
Hood Feed Co., flour, feeds, feedstuffs.

### CHICAGO, ILL.

Board of Trade Members.  
Anderson & Co., W. P., grain commission merchants.\*  
Armour Grain Co., grain buyers.\*  
Bailey & Co., E. W., grain commission merchants.\*  
Partlett-Frazier Co., grain merchants.\*  
Brennan & Co., John E., grain commission merchants.

\*Member Grain Dealers National Association.

### CHICAGO, ILL.

(Continued.)

Carhart Code Harwood Co., grain commission.\*  
Dole & Co., J. H., grain and seeds.\*  
Freeman & Co., Henry H., grain, hay, straw.  
Gerstenberg & Co., commission merchants.\*  
Hales & Hunter Co., grain merchants.\*  
Harris, Winthrop & Co., grain commission.\*  
Hitch & Carder, commission merchants.  
Hoit & Co., Lowell, commission, grain and seeds.  
Lamson Bros. & Co., consignments solicited.\*  
Lewis & Co., F. S., grain and provisions.\*  
McKenna & Dickey, commission merchants.\*  
Munford & Co., W. R., grain, hay, millstuffs.\*  
Norris Grain Co., grain merchants.\*  
Northern Grain & Warehouse Co., grain receivers.  
Paynter, H. M., grain and field seeds.  
Pope & Eckhardt Co., grain and seeds.  
Press & Co., W. G., grain, provisions, stocks, etc.  
ReQua Bros., wheat a specialty.  
Rumsey & Co., grain commission.\*  
Schiffin & Co., P. H., commission.\*  
Shaffer Grain Co., J. C., grain merchants.\*  
Simons, Day & Co., grain merchants.  
Somers, Jones & Co., grain and field seeds.\*  
Thayer & Co., C. H., receivers-shippers.\*  
Updike Grain Co., consignments.\*  
Leland & Co., E. F., grain and seeds.\*  
Zweig & Co., Harry A., cash grain only.

### CINCINNATI, O.

Grain & Hay Exchange Members.

Bingham-Scholl Co., grain merchants.\*  
Early & Daniel Co., grain, hay, feed.

### CLEVELAND, O.

Grain & Hay Exchange Members.

Bailey, E. I., grain and millfeed.\*  
Cleveland Grain & Milling Co., The, revrs. & shprs.\*  
Gates Elevator Co., The, receivers and shippers.\*  
Sheets Elevator Co., The, grain, hay, straw.\*  
Shepard, Clark & Co., grain merchants.\*  
Strauss & Co., H. M., receivers, shippers, hay & grain.\*  
Union Elevator Co., The, grain and hay.\*

### COFFEYVILLE, KANS.

Claiborne Commission Co., commission merchants.\*

### COLBY, KANSAS.

Harris & Haynes, wholesale—brokers—grain.

### COLORADO SPRINGS, COLO.

Robinson-Hunt Grain Co., grain, hay, seeds, beans.\*

### DAVENPORT, IOWA.

Davenport Elevator Co., receivers and shippers.\*

### DECATUR, ALA.

Decatur Coal & Mfg. Co., grain and feedstuffs.  
Lyle-Taylor Grain Co., white, grain, hay, feeds.

### DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.\*

### DENVER, COLO.

Grain Exchange Members.

Ady & Crowe Merc. Co., The, grain and hay.  
Ayers Merc. Co., The F. C., grain, flour, feed.  
Best & Co., J. D., corn, oats, barley.  
Conley-Ross Grain Co., The, grain and beans.  
Crescent Flour Mills, The, wheat, corn, oats.\*  
Denver Elevator, We buy and sell grain and beans.  
Elder Grain Co., F. W., "Always Working."  
Flanley Grain Co., wholesale grain.  
Gallagher Grain Co., grain merchants.\*  
Hungarian Flour Mills, wheat, corn, oats, etc.  
Kellogg Grain Co., O. M., receivers and shippers.\*  
McCaull-Dinsmore Co., wholesaler and commission.\*  
Moore-Lawless Grain Co., private wires to all markets.\*  
O'Donnell Grain Co., wholesale grain.\*  
Phelps Grain Co., T. D., wholesale grain.\*  
Scott-George Grain Co., receivers and shippers.\*  
Summit Grain Co., wheat, corn, oats, rye, barl.\*

### DES MOINES, IOWA.

Board of Trade Members.

Anderson Co., D. L., grain merchants.  
Iowa Grain Co., receivers and shippers.  
Lockwood, Lee, grain, millfeed broker.  
Marshall Hall Grain Co., grain commission.  
Taylor & Patton Co., corn and oats.

### DETROIT, MICH.

Board of Trade Members.

Dumont, Roberts & Co., receivers, shippers.\*  
Huston, C. R., grain, hay consignments a specialty.\*  
Lapham & Co., J. S., receivers & shippers.  
Lichtenberg & Son, oats, corn, hay, straw.  
Simmons & Co., F. J., grain and hay.\*  
Swift Grain Co., consign or ask for bid.\*

### DODGE CITY, KANSAS.

Hillyer Grain Co., grain.

### DUBLIN, GA.

Smith Brothers, brokers, mdse., grain, feedstuffs.\*

### DULUTH, MINN.

Board of Trade Members.

Mitchell Co., W. C., grain commission.\*  
White Grain Co., shippers all grains.\*

### FLOYDADA, TEXAS.

Marshall Grain Co., shippers of milo.\*

### FORT WORTH, TEX.

Grain and Cotton Exchange Members.  
Dorsey Grain Co., receivers, shippers.

### GREAT FALLS, MONTANA.

Barkemeyer Grain & Seed Co., grain dealers.\*

### GREENSBORO, N. C.

Moon-Taylor Co., grain and hay brokers.\*

### GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

### HAGERSTOWN, MD.

Valley Brokerage Co., feed, grain, hay broker.\*

### HASTINGS, NEBR.

Elder, Fred W., wholesale grain, hay and mill pdts.\*  
Koehler-Twidle Elevator Co., grain dealers.\*  
Moritz Grain Co., C., wholesale grain.\*  
Sexson, C. R., grain.

### HATTIESBURG, MISS.

Merchants Grocery Co., whlse. grocers, grain, fd., fr.

### HILLSBORO, KANSAS.

Hillsboro Roller Mills, gr. dlsrs., fr., chick feed.

### HOUSTON, TEX.

Gulf Grain Co., grain, hay, millfeed.\*  
Rothschild Co., S., grain, c/s products, rice b/p.\*

### HUTCHINSON, KANS.

Board of Trade Members.

Ayres Grain Co., grain merchants.\*  
Beyer Grain Co., consignments, mill orders.  
Boil-Hall Grain Co., grain merchants.  
Central Grain Co., The, buyers for mills.  
Davidson Grain Co., receivers and shippers.  
Farmers Co.-Op. Com. Co., commission merchants.  
Gano Grain Co., grain merchants.  
Goffe & Carkener, private wire.\*

(Continued next page.)

# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

## HUTCHINSON, KANS.

(Continued.)

Hausam-Bateman & Co., grain buyers and sellers. Hayes Grain Co., John, grain merchants. Hinman-Yates Grain Co., receivers & shippers.\* Hutchinson Grain Co., grain merchants. Hutchinson Term. Elvtr. Co., consignments.\* Kelly Milling Co., Wm., millers of hard wheat. Jay Hausam & Company, grain merchants. Jennings Grain Co., C. D., consignments. Kansas Grain Co., buyers and sellers. Larabee Flour Mills Corp., hard wheat millers. McClure Grain Co., J. B., buyers and sellers.\* Moore Grain Co., consignments-buyers of grain. Oswald Grain Co., dark hard turkey wheat, specialty. Prairie Grain Co., buyers & sellers milling wheat. Russell Grain Co., commission merchants. Southwest Grain Co., receivers and shippers. Vanderslice-Lynds Co., grain commission merchants. The Security Ele. Co., receivers, shippers milo kafr. Union Grain Co., grain merchants.

## INDIANAPOLIS, IND.

### Board of Trade Members.

Belt Elevator & Feed Co., receivers and shippers. Boyd Grain Co., Bert A., strictly brokerage & com. Cleveland Grain & Milling Co., grain commission. Evans Grain Co., W. R., commission and brokerage.\* Hayward-Rich Grain Co., grain commission.\* Hoosier Grain Co., consignments only. Kendrick & Sloan Co., Inc., grain and hay. Menzle Grain & Bkg. Co., Carl D., grain commission. Montgomery & Tompkins, receivers and shippers. Probst & Kassebaum, Inc., hay, grain, feed. Steinhardt Grain Co., commission and brokerage.\* Urmston Grain Co., receivers and shippers.\* Witt, Frank A., grain commission and brokerage.\*

## JACKSON, MICH.

Bartlett & Co., J. E., feed, grain, salvage.\* Wagner-White Co., track buyers-sellers, grain-feed.

## JACKSON, MISS.

Field Co., Robt., succ. to P. L. Brittain Co. Royal Feed & Mig. Co., mixed feed mfrs.\*

## KANSAS CITY, MO.

### Board of Trade Members.

Alfalfa Grain Pdts. Co., everything in the feed line. Beyer Grain Co., consignments. Christopher & Co., B. C., kafr, feterita, milo.\* Claiborne Commission Co., commission merchants. Davis Grain Co., A. C., grain commission. Denton Kuhn Grain Co., consignments.\* Dilts & Morgan, consignments.\* Ernst Davis Grain Co., commissions.\* Federal Grain Co., receivers, shippers.\* Frisco Elevators Co., grain merchants.\* Hall-Baker Grain Co., consignments. Hippie Grain Co., feterita, kafr, milo. Larabee Flour Mills Corp., The, mrs. "Larabee Best." Logan Bros. Grain Co., receivers and shippers.\* Mensendieck Grain Co., consignments.\* Miller Grain Co., S. H., consignments. Moore-Lawless Grain Co., grain receivers.\* Moore-Seaver Grain Co., receivers and shippers.\* Moritz & Co., C., consignments. Norris Grain Co., grain merchants and exporters. Rothen Grain Co., E. E., consignments. Root Grain Co., consignments and futures.\* Secular Bishop Grain Co., receivers and shippers.\* Shannon Grain Co., consignments. Simonds, Shields, Lonsdale Grain Co., grain.\* Stevenson Grain Co., buyers and sellers.\* Terminal Elevators, receivers, shippers.\* Twidale-Wright Grain Co., consignment futures. Thresher Fuller Grain Co., grain commission.\*

## LEAVENWORTH, KANS.

Wilson-Legler Hay & Grain Co., branch at Kansas City.

## LIBERAL, KANS.

Light Grain & Mig. Co., mill pdts., kafr, milo. Vickers Grain & Seed Co., grain and field seeds.

## LINCOLN, NEBR.

### Grain Exchange Members.

Ewart Grain Co., wheat, corn, oats, rye, barley.\* Foster, E. D., feeders supplies. Lincoln Grain Co., grain merchants.\* Wright-Leet Grain Co., receivers and shippers.

## LITTLE ROCK, ARK.

### Grain Exchange Members.

Caple & Stockton, hay, grain, feed. Davis, S. P., Est. 1893, grain, flour, cottonseed meal. Farmer Wilson Co., brokers, hay, grain, mill feed.\* Gordy Co., C. L., grain brok., hay, grain, mill feed.\* Wilson Co., John R., grain brokers.

## LOUISVILLE, KY.

### Board of Trade Members.

Bingham-Hewett Gr. Co., receivers-shippers of grain.\* Callahan & Sons, receivers and shippers of grain.\* Edinger & Co., grain, hay, flour. Farmer & Sons, Oscar, hay, grain and feeds.\* Fruchtenicht, Henry, grain, feed, hay. Kentucky Public Elevator Co., storers and shippers.\* Verhoeff & Co., H., receivers and shippers.\* Zorn & Co., S., receivers and shippers.\*

## LYNCHBURG, VA.

Moon-Taylor Co., grain and hay brokers.\*

## MARSHALL, MO.

Claiborne Commission Co., commission merchants.\*

## MEMPHIS, TENN.

### Merchants Exchange Members.

Browne, Walter M., broker & com., consignments.\* Buxton, E. E., broker and commission merchant.\* Clark-Burke & Co., grain and hay. Cook, L. P., receiver and shipper. Davis & Andrews Co., grain, mixed feed.\* Delta Flour & Feed Co., flour, feed, meal, grains. Denyen & Co., brokers and commission.\* Edgar-Morgan Co., mixed feed manufacturers. Hasenwinkle, H. J., consignments. International Sugar Feed Co., feed mfrs. and grain. Lovitt & Co., L. B., cotton seed and peanut products. Mississippi Elevator Co., grain dealers, feed mfrs.\* Pease & Dwyer, grain, mixed feed. Quaker Oats Co., feed & cereal mfrs. Royal Feed & Milling Co., mixed feed mfrs. Sessum Grain Co., grain, mixed feed. U. S. Feed Co., grain, hay, mill feed.\* Wade & Sons, Inc., John, grain, feed, flour.\*

## MERCER, MO.

Alley Grain Co., oats, corn, wheat, seeds.\*

## MERIDIAN, MISS.

### Board of Trade Members.

Lyon & Co., A. J., whise, gro., grain, feed. Meyer Bros., wholesale groc., grain, feed. Sturgis Co., grain dealers, mixed feed mfrs.\* Threefoot Bros. & Co., whise grain, feed, fir., gro.\*

## MIDDLETOWN, CONN.

### Chamber of Commerce Members.

Bacon Co., E. P., grain and seed.\* Bartlett & Son Co., L., grain com. merchants.\* Bell Co., W. M., commission merchants.\* Blanchard Grain Co., grain receivers.\* Blanchard Grain Co., "Always Dependable"\*\* Buerger Commission Co., grain and seed. Cargill Grain Co., grain and seeds. Donahue-Stratton Co., dtrs. grain and feed.\* Flanley Grain Co., consignments solicited. Franke-La Budde Grain Co., feeds, grain, hay. Fraser-Smith Co., commission merchants. Hamm Company, P. C., grain shippers.\* Lauer & Co., J. V., grain merchants. Merriam Commission Co., consignments. Milwaukee Grain Commission Co., grain commission. Mitchell Co., W. C., commission merchants. Mohr-Holstein Commission Co., grain merchants.\* Rang & Co., Henry, commission merchants. Rankin, M. G., & Co., grain and feed. Rialto Elvtr. Co., grain receivers and shippers.\* Runkel & Dadmun, grain commission merchants.\* Taylor & Bourne Co., grain merchants.\* Thayer & Co., C. H., receivers & shippers.\* Updike Grain Co., consignments solicited.\*

## MINNEAPOLIS, MINN.

### Chamber of Commerce Members.

Banner Grain Co., grain receivers. Benson, Quinn Co., grain commission.\* Cargill Commission Co., grain commission. Carter-Sammis & Co., grain commission.\* Cereal Grading Co., grain merchants.\* Chambers-Mackay Co., screenings & mill feed. Dalrymple Co., William, grain commission.\* Davies & Co., F. M., grain commission.\* Gee Grain Co., G. E., receivers and shippers. Gould Grain Co., receivers and shippers.\* Hankinson & Co., H. L., grain commission. Malmquist & Co., C. A., receivers & shippers. Marfield Grain Co., grain commission.\* McCarthy Bros. & Co., receivers & shippers. McCullough Dinsmore Co., consignments solicited. Mitchell Co., W. C., grain commission.\* Poehler Co., H., grain commission.\* Seidl, Frank J., all grains and feeds. Sterling Grain Co., receivers and shippers all grains. Van Dusen-Harrington Co., grain merchants.\* Welch Co., E. L., mill oats and screenings. Wernli-Anderson Co., grain commission, screenings. Woodward Newhouse Co., grain merchants.

## MOULTRIE, GA.

Delay, A. J., flour and grist mill.

## NASHVILLE, TENN.

### Grain Exchange Members.

Allen Grain Co., receivers & shippers.\* Allfeed Milling Co., feed manufacturers. Kerr, S. S., receiver and shipper.\* Nashville Grain & Feed Co., receivers & shippers. Tennessee Grain Co., receivers and shippers.\*

## NEWARK, N. J.

Smith & Wallace Co., J. C., receivers, shippers.

## NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, potatoes.\*

## NEW ORLEANS, LA.

### Board of Trade Members.

Anderson & Jackson, Inc., exporters of grain.\* Barr, R. J., grain exporter.\* Fox Co., C. B., exporters. Gibbons, J. T., gr. dealers, mixed fd. mfrs., exprs. Matthews Sons, Geo. B., mill-feed manufacturers. Nathan & Fettis, Fwdg. agt. & expt. fight. broker.\* Neumond, Inc., K. & E., dtrs. & exprs in feed articles. Richeson Co., Inc., W. L., expt. shpg., fgt. bkg. & fg.\* Rodd & Co., Chas. M., gr. brokers & fwdg. agents.\* Waterman & Co., J. S., gr. flour & fd. bkr., fir. jobs.\*

## NEW YORK CITY.

### Produce Exchange Members.

Brainard Commission Co., consignments.\* Jones & Co., M. B., buyers—quote us.\* Knight & Company, commission merchants.\* Therrien, A. F., broker.\*

## NORFOLK, VA.

Moon-Taylor Co., grain and hay brokers.\*

## OKLAHOMA CITY, OKLA.

### Grain Exchange Members.

Cherokee Grain Co., grain merchants\*. Conyers Grain Co., grain merchants\*. Lang Grain Co., J. H., prompt and efficient service\*. Langenberg Bros. Grain Co., grain merchants. Marshall Grain Co., grain, feed, seeds\*. Moore, George L., grain merchant. Oklahoma City M. & E. Co., grain merchants, millers\*. Perkins Grain Co., W. L., brokers\*. Scannell-Winters Grain Co., grain and feed. Stinnett Grain Co., grain merchants\*. Stowers Grain Co., W. B., commission merchants. Strader & Co., J. Edgar, grain, hay, feed\*. White Grain Co.

## OMAHA, NEBR.

### Grain Exchange Members.

Butler Welsh Grain Co., grain merchants\*. Crowell Elevator Co., receivers, shippers.\* Holmqvist Elevator Co., receivers and shippers.\* Kern Co., brokers and commission merchants.\* Leopold-Briggs Grain Co., conscientious service. Maney Grain Co., The, consignments.\* Miller Wilson Grain Co., receivers and shippers. Stockman Grain Co., E., commission merchants.\* Trans-Mississippi Grain Co., receivers and shippers.\* United Grain Co., grain commission. Updike Grain Co., consignments.\*

## OTTAWA, KANS.

Ross Milling Co., The, millers, hard wheat flour.

## PAMPA, TEXAS.

McMurtry Grain Co., L. C., wheat, kafr, milo.\*

## PEORIA, ILL.

### Board of Trade Members.

Bartlett Co., S. C., grain commission.\* Bowen Grain Co., H. D., receivers & shippers. Cole Grain Co., Geo. W., receivers and shippers.\* Dewey & Sons, W. W., grain commission.\* Feltman Grain Co., C. H., grain commission.\* Harrison, Ward & Co., receivers & shippers. Luke Grain Co., grain commission.\* McFadden & Co., G. C., consignments. McCreary & Son, J. A., wheat, corn, oats.\* Miles, P. B. & C. C., grain commission.\* Mueller Grain Co., receivers and shippers.\* Shaffer Grain Co., J. C., receivers & shippers.\* Turner Hudnut Co., receivers and shippers. Tyng Grain Company, receivers and shippers.\*

## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

### PHILADELPHIA, PA.

#### Commercial Exchange Members.

Delp Grain Co., E. E., grain and millfeeds.\*  
Dunwoody Co., Ezl., flour, grain, feed.\*  
Lemont & Son, E. K., wheat, corn, oats, flour, feed.  
McKay, Donald, grain and millfeeds.  
Miller & Sons, L. F., grain, seeds, hay.\*  
Richardson Bros., grain, flour, millfeeds.\*  
Richardson, Geo. M., grain and feeds.\*  
Rogers & Co., E. L., hay, straw, grain, feed.\*  
Standard Hay & Grain Co., grain and hay.  
Stites, A. Judson, grain & millfeed.\*  
Young & Co., S. H., wheat, corn, oats.

### PITTSBURGH, PA.

#### Members Grain and Hay Exchange.

Allen & Co., H. S., grain & hay.\*  
Elwood & Co., R. D., hay and grain.\*  
Foster Co., C. A., grain merchants.\*  
Geidel & Leubin, grain and hay.  
Hardman & Heck, grain, hay, millfeed.\*  
Harper Grain Co., corn a specialty.\*  
Heck & Co., W. F., grain, hay, millfeed.\*  
Herb Bros. & Martin, grain and hay.  
McCaffrey & Sons, Daniel, hay & grain.  
McCague, R. S., grain, hay.  
Rogers & Co., Geo. E., grain & hay.\*  
Smith & Co., J. W., grain merchants.\*  
Stewart & Co., Jesse C., grain and mill feed.  
Walton Co., Samuel, grain and hay.\*  
Young & Fisher, brokerage and commission.\*

### PONTIAC, ILL.

Balbach, Paul A., grain buyer, all markets.

### PORTLAND, MAINE.

Casco Grain Co., wholesale, grain & feed.  
Doten Grain Co., The, grain, feed, flour.  
Maine Grain Co., grain, feed and flour.  
Paris Flouring Co., flour, grain and feed.\*

### PORTLAND, ORE.

Northern Grain & Warehouse Co., grain exporters.\*  
Pacific Coast Elevator Co., grain.\*  
Pacific Grain Co., grain exporters.\*  
Tri-State Terminal Co., general grain and bags.\*

### PUEBLO, COLO.

McClelland Mc'l I. & R. Co., grain hay, and feed.\*

### QUINTER, KANSAS.

Jones-Rogers Grain Co., brokers.

### RICHMOND, VA.

#### Grain Exchange Members.

Beveridge & Co., S. T., grain, hay, feeds, seeds.

### ROCHESTER, N. Y.

Dailey Bros., Inc., receivers and shippers.

### SAGINAW, MICH.

Smith-Connor Hay & Grain Co., hay and grain Bonacker Bros., brokers, grain, hay, feed, flour.

### SALINA, KANS.

Board of Trade Members.  
Baber Grain, Feed & Seed Co., grains, feed, seeds.  
Beyer Grain Co., The, consignments and mill orders.  
Geo. E. Gano Grain Co., The, receivers & shippers.  
Richter Grain Co., wheat, coarse grains & millfeed.  
E. L. Rickel, grain receiver and shipper.  
Service Grain Co., grain, feed, grain products.  
Weber Flour Mills Corp., millers, exporters, grain dlr.  
Wright-Wilson Grain Co., milling wheat.

### SALT LAKE CITY, UTAH.

Utah-Idaho Bkg. Co., whlse grain, hay, flour, feed.\*

### SAVANNAH, GA.

Manucy, J. E., whlse, feed & grain broker.

### ST. JOSEPH, MO.

Grain Exchange Members.  
Aunt Jemima Mills Co., A. J., hominy feed.  
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OUR advertisers are helping us to improve Grain Trade  
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We Are Always in the Market for Wheat

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Cereal Grading Co.  
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We buy, sell, store and ship  
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EFFICIENCY is our watchword; SATISFACTION your reward

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"You can't do better; You might do worse."

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Formerly Randall, Gee & Mitchell Co.  
Especially Equipped to Handle  
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Ask for Samples of Milling Wheat, Feed and  
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WIRE FOR QUOTATIONS

CORN -- OATS -- BARLEY -- RYE  
For Prompt Shipment in any  
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In Business Since 1855  
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All Grains—Including Winter Wheat  
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WANT A JOB?

Advertise in the "Situation Wanted"  
columns of the Grain Dealers Journal.

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KANSAS

Salina's location, geographically, is a potent reason why the city has become a prominent grain market and milling center. Located on the main line of the Missouri Pacific Railroad, it is reached by four other roads as well, the Rock Island, Union Pacific, Santa Fe and Salina Northern.

These excellent shipping facilities, together with the excellent quality of milling wheat produced in this section, should induce you to make desirable connections with any of the following firms, all

Salina Board of Trade Members:

**Baber Grain, Feed & Seed Co.**  
We buy and sell grains of all kinds; also feed and seeds.

**Service Grain Co.**  
Grain, Feed and Grain Products.

**Richter Grain Co.**  
Wheat, Coarse Grains and Millseed.

**Wright-Wilson Grain Co.**  
We ship the quality of Wheat Millers want.

**The Beyer Grain Co.**  
Consignments and Mill Orders.

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**Nanson Commission Co.** GRAIN, HAY and SEEDS  
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Grain Commission Matchless Service

Established 1877  
Langenberg Bros. Grain Co.  
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FASTEAST GROWING COMMISSION HOUSE IN AMERICA  
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"THE CONSIGNMENT HOUSE OF ST. LOUIS"  
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**ELMORE-SCHULTZ GRAIN COMPANY**  
EXPERT SERVICE GIVEN CUSTOMERS  
105-107 Merchants Exchange ST. LOUIS

*It is better to have shipped to us than to wish you had*

Consignments  
and  
Futures

**CLAIBORNE COMMISSION CO.**  
"One car leads to another"

113 No. Fourth St.  
ST. LOUIS  
MO.

RECEIVERS  
SHIPERS  
EXPORTERS  
OF GRAIN  
**MARSHALL HALL  
GRAIN CO.  
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SAINT LOUIS

W. C. GOFFE  
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G. C. MARTIN, JR.

K. C., MO., Office,  
101-102 Board of Trade

**Ichtertz & Watson**  
Futures Consignments  
Members { Chicago Board of Trade  
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SAINT LOUIS

Want a Job?—Advertise in the Situation Wanted  
columns of the Grain Dealers Journal

# PITTSBURGH

There are excellent reasons for Pittsburgh's ascendancy to its present lofty position in the world of business. The United States knows no greater city of industry, with the corresponding adequacy of its transportation facilities. Its railroads give it competitive service to all parts of the country. Nature gave it the water connection with the entire Mississippi Valley. Millions of people live in the territory naturally tributary to Pittsburgh, and look to it for their needs.

There is one simple reason why Pittsburgh should stand head and shoulders above all as an advantageous market for grain and hay shipments. The rocky and mountainous country of Western Pennsylvania precludes large or extensive raising of forage crops. Feed must be brought in constantly.

Pittsburgh has something of promise to offer every grain and hay shipper in the Central West. Better returns, more satisfactory service, and larger profits. Try "Billing it to Pittsburgh." You may be sure of fair and courteous treatment from any of the following members of the Grain and Hay Exchange.

*Geidel & Leubin  
W. F. Heck & Co.  
Young & Fischer  
Hardman & Heck  
Harper Grain Co.  
R. D. Elwood & Co.  
C. A. Foster Co.*

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*Samuel Walton Co.  
Jesse C. Stewart Co.  
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Chamber of Commerce  
Members

## BALTIMORE

Chamber of Commerce  
Members

Receivers, Shippers, Exporters  
**H. C. JONES & CO.**  
BALTIMORE  
Grain and Hay  
Consignments or Direct Purchases

CONSIGNMENTS A SPECIALTY  
**JOHN T. FAHEY & CO.**  
Commission Merchants  
Grain Receivers and Shippers  
In the Market every day  
Remember us on Rye BALTIMORE, MD.

Established 1900  
**G. A. HAX & CO.**  
COMMISSION  
Grain and Hay  
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**GILL & FISHER**  
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**Baltimore Grain Co.**  
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**C. P. BLACKBURN & CO.**  
COMMISSION MERCHANTS  
Grain Receivers Exporters  
Sell to US Consign to US

**Chas. England & Co., Grain-Hay-Seeds**  
Commission Merchants - 308-310 Chamber of Commerce, BALTIMORE

By concentrating your advertising in  
THE GRAIN DEALERS JOURNAL  
you can cover the Grain Dealers  
of the country at one cost.

Board of Trade  
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**“Follow The Flag”**  
With Your Shipments  
**URMSTON GRAIN COMPANY**  
INDIANAPOLIS, IND.

## BELT ELEVATOR &amp; FEED CO.

Fred Vawter  
INDIANAPOLIS, IND.

## Commission—GRAIN—Brokerage

When we get your trade we will be just as anxious to hold it as we are now solicitous about having you send a trial car.

## WM. R. EVANS GRAIN CO.

Commission and Brokerage

Our experience will get you the results you are after. Send us your corn and oat shipments.

Board of Trade Bldg. Indianapolis, Ind.

## Want an Elevator?

Then consult the “Elevators for Sale” columns in this issue of the Grain Dealers Journal.

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- First in Enterprise!
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- First in Circulation!
- First in News!

The Grain Dealers Journal

25 Years' Experience

KENDRICK & SLOAN CO., Inc.  
**GRAIN-HAY**

518 Board of Trade, Indianapolis, Ind.

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Write for Samples and Quotations

Fancy Oats	Feed Wheat
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Duluth produces large quantities of  
**Grain Screenings**  
Let us know your requirements

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Produce Exchange  
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## JOHN WICKENHISER &amp; CO.

Wholesale Grain Dealers

TOLEDO, OHIO

We make track bids and quote delivered prices, solicit consignments of grain and clover seed, members Toledo Produce Exchange and Chicago Board of Trade

## Clover Seed

International game, played in Toledo, Ohio. Providence does dealing. When “Seedy” favor

O. A. KING & CO.  
Like Billy Sunday they deal in cash and futures



"Send it to Zahm"

J.H. STREICHER W.W. CUMMINGS

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Car Load  
Grain Tables

Eighth Edition Revised and Enlarged

WITH these tables you can quickly check up all reductions and detect and prevent errors.

Largest and most complete car load reduction table ever published. RANGE—Oats and Cotton Seed (32 lbs.), 8 tables, from 20,000 to 107,950 lbs. Malt (34 lbs.), 5 tables from 20,000 to 74,950 lbs.

Barley, Buckwheat and Hungarian Grass Seed (48 lbs.), 7 tables, from 20,000 to 97,950 lbs.

Corn, Rye and Flax Seed (56 lbs.), 9 tables, from 20,000 to 118,950 lbs.

Wheat, Clover, Peas and Potatoes (60 lbs.), 9 tables, from 20,000 to 118,950 lbs. The number of bushels in any weight of grain within the numbers specified above are given in bold face type, the remaining pounds in light face type. Pounds are printed in red and bushels in black.

These tables are printed on heavy linen ledger paper and bound in keratol covers with marginal index. Weight, 6 ozs. Price, \$2.50.

Grain Dealers Journal, 305 So. La Salle St., Chicago, Ill.

There is great satisfaction in trusting your CONSIGNMENTS OF GRAIN AND SEED to a firm you KNOW to be RELIABLE.

1887 H. W. DEVORE &amp; CO. TOLEDO - OHIO 1921

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Members

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Produce Exchange  
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**Picard Grain & Produce Co., Inc.**  
**EXPORTERS**  
Cable Address  
PICARDCOMP  
NEW YORK

**Brainard Commission Co.**  
Receivers and Exporters  
**OATS and BARLEY**  
Send samples all off grade grains  
Consignments Solicited  
Produce Exchange, NEW YORK

**M. B. JONES & CO.**  
Buyers—Quote Us  
Produce Exchange, New York, N. Y.

**KNIGHT & COMPANY**  
Grain Brokers and  
Commission Merchants  
CONSIGNMENTS SOLICITED  
New York Chicago Baltimore

Every time you mention the  
**GRAIN DEALERS JOURNAL**  
to an advertiser, you  
help to make it bigger and better.

For whatever you wish to know  
about equipment or supplies used  
in or about a grain elevator ask the  
Information Buro  
Grain Dealers Journal Chicago, Ill.

Commercial Exchange  
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# PHILADELPHIA

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Consigning Wheat to Lemont Pays  
42 years in the grain business, no complaints,  
everybody satisfied. *Export and Domestic.*  
**E. K. LEMONT & SON**  
488-90-92 Bourse, Philadelphia, Pa.

**RICHARDSON BROS.**  
BROKERS  
WANT OFFERS  
**GRAIN FLOUR MILL FEED**  
Delivered Philadelphia  
Either Export or Domestic  
The Bourse

**S. H. YOUNG & CO.**  
**WHEAT — CORN — OATS**  
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CONSIGNMENTS

**E. E. Delp Grain Co.**  
Elevator and Mills—Bourbon, Indiana  
Eastern Office, Philadelphia, Pa.

**L. F. MILLER & SONS**  
Consignments Solicited  
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Must first attract, then interest, and  
finally convince. Keep advertising and  
the country shipper will give you the  
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Consign Your  
**WHEAT — CORN — OATS**  
TO  
**J. A. McCREERY & SON**  
PEORIA  
"The Top of the Market for You"

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RECEIVERS and SHIPPERS  
**GRAIN** CHICAGO  
No. 9 Jefferson Building, PEORIA, ILL.  
Branches: Rochelle, Streator, Bloomington,  
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**P. B. and C. C. Miles**

Established - 1875  
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Peoria offers a strong outlet for  
**NEW CORN**  
**W. W. DEWEY & SONS**  
COMMISSION MERCHANTS  
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his elevator for sale in the Journal, at  
a stipulated price, received so many  
replies from prospective buyers he  
decided to keep it.

**G. C. McFADDEN & CO.**  
Merchandisers of Grain  
Shippers of Corn and Oats  
Members Chicago Board of Trade PEORIA, ILL.

In everything pertaining to the grain and elevator interests  
this Journal tops the list, and we're in a position to connect  
you quickly with representative shippers everywhere.

Grain Exchange  
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Grain Exchange  
MembersYou Can Sell—  
Your Elevator

by advertising directly  
to people who want to  
buy, by using a  
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**General Grain and  
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Grain Business in All Branches

**Terminal Grain Corporation**  
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*Consignments Solicited*  
SIOUX CITY, IOWA

**MERRIAM COMMISSION CO.**  
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CORN, OATS—Sacked or Bulk  
**WIRE US FOR QUOTATIONS**  
Members: Omaha, Chicago, Sioux City, Milwaukee

## RECEIVERS, SHIPPERS AND BROKERS

Solicit inquiries for Natural and Kiln  
Dried Corn, Country White Oats  
**E. A. GRUBBS GRAIN CO.**  
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**CENTRAL MILLS COMPANY**  
JOBBERS and FEED MFRS.  
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Send us samples whenever you can offer any grain  
Byproducts, such as Oat Clips, Barley Chaff,  
Wheat Scourings and Elevator Screenings.

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**GRAIN AND FEED**  
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505 Chamber of Commerce. BOSTON, Mass.

**RED MILLING WHEAT  
MILL FEED**  
Daves & Daves Grain Co.  
WINFIELD, KANSAS

**SWIFT GRAIN CO.**  
Murphy Building  
Detroit, Michigan  
*Consign or Ask Us for Bid*

**CONSIGN  
WHEAT - CORN - OATS**  
—TO—  
**DUMONT, ROBERTS & CO.**  
626-8 Murphy Building, Detroit, Mich.  
"The top 'o the market to you"

**TAYLOR & PATTON CO.**  
Terminal elevator capacity  
250,000 bushels. Buyers and  
shippers of Corn and Oats.  
DES MOINES - IOWA

**Central Iowa Grain Co.**  
GRAIN MERCHANTS  
Consignments Solicited  
Exceptional Service Assured  
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**SALINA PRODUCE CO.**  
Receivers and Shippers  
**All Kinds of Grain**  
SALINA, KANSAS

**Cedar Rapids Grain Co.**  
RECEIVERS and SHIPPERS  
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**MODERN FLOUR MILLS**  
1,000 Bbls. Daily  
In the Market for  
**Red Winter Wheat**  
MACON, GA.

Read the Advertising pages.  
They contain many stories of interest.  
The **Grain Dealers Journal** pre-  
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**E. I. BAILEY**  
CLEVELAND, OHIO  
Receiver and Shipper of  
**Corn, Oats, Mill Feed**  
Ask for Prices

**The W. L. RICHESON CO., Inc.**  
FREIGHT  
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613-614-615 Whitney Central Bldg.  
NEW ORLEANS

**LANE & SONS GRAIN CO.**  
**KAFFIR - MILO - WHEAT**  
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DIRECT HEAT OR STEAM  
CONTINUOUS FLOW  
MADE IN ALL SIZES  
**Randolph Grain Driers**  
WIRED  
WRITTEN  
PHONE  
O. W. RANDOLPH CO. TOLEDO OHIO U.S.A.



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Webster equipment carries no superfluous weight, yet each part is so perfectly balanced that it has ample strength to handle the capacity load it was designed to support and to permanently deliver its share of service. Tests more difficult than ordinary usage would ever exact are given each unit before shipment, as it must satisfactorily meet every demand within its rated capacity.

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If you have an elevating or conveying problem why not solve it NOW—with the assistance of experienced engineers and a factory having a history of forty years of uninterrupted service.

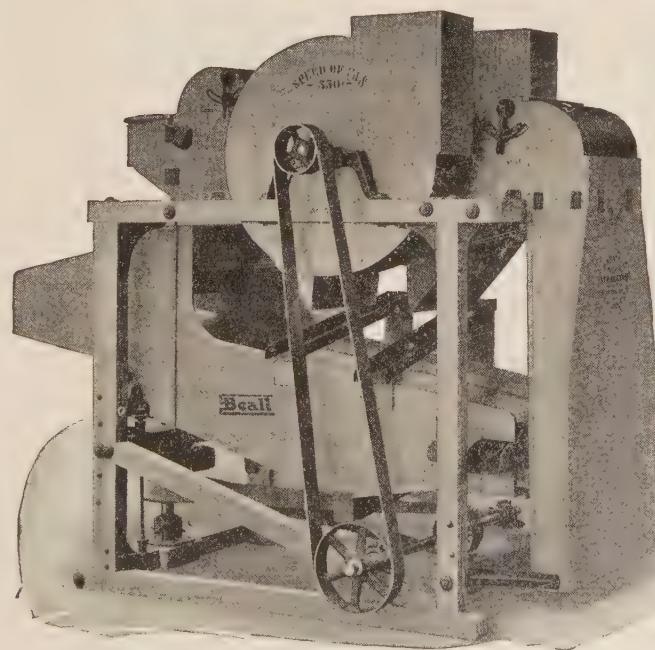
### The Webster Manufacturing Company

4500-4560 Cortland St., Chicago

FACTORIES: TIFFIN, OHIO, AND CHICAGO.

SALES OFFICES IN PRINCIPAL CITIES

## The Beall Grain Separator



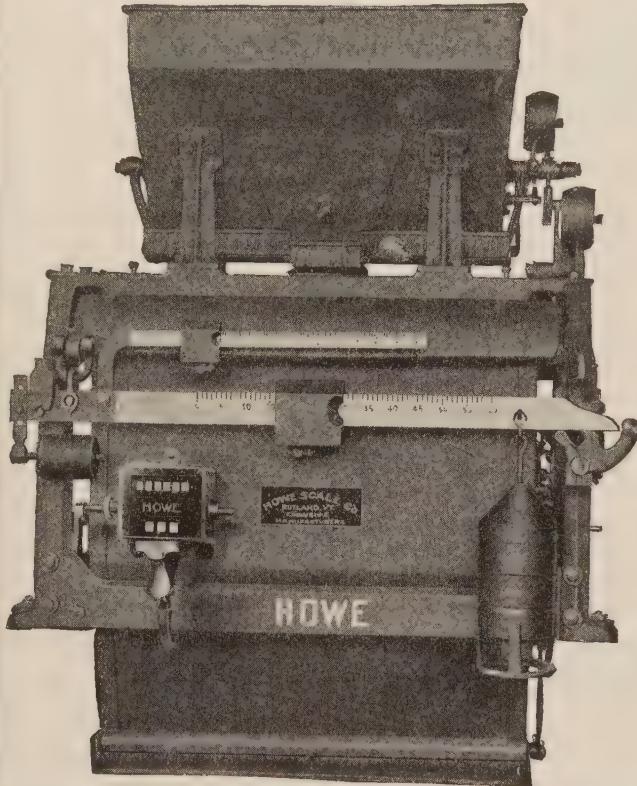
*A splendidly balanced, smooth-running machine that pays a good profit wherever used, cleaning grain evenly and thoroughly with two independent fans.*

**Beall**  
THE MARK OF QUALITY

*The air system is as perfect as modern ingenuity can make it. Never any disappointment. Send for Catalogue giving full working particulars and complete details.*

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# Weigh Accurately



The whole object of weighing is to know accurately the quantity; and any such system is useless, unless it will determine this minutely and definitely. Science and mechanical practice has demonstrated that for this purpose, the scale lever is the best for determining the fractions of pounds, and this is the principle of the

## Howe Automatic Scale

This Company has designed a new double recording counter and ticket printing register combined in one—shown in illustration.

### Howe Scale Co. of Illinois

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CHICAGO, ILL., 1315 So. Wabash Ave. O. B. Main, Mgr.  
ST. LOUIS MO., 512-514 St. Charles St.  
KANSAS CITY, MO., 1510 Main St. W. C. Peak, Mgr.  
PITTSBURGH, PA., 112 Wood St. J. B. Bishop, Mgr.

## There is only ONE Genuine Humphrey Elevator

Make no mistake—be sure you install the original and genuine Humphrey Elevator in your mill, elevator, or factory. It is proven, tried and true by 34 years of use. It has had paid to it the sincerest flattery of being widely imitated.

The Humphrey, though imitated, has never been equalled. With its Automatic Stop Device, its Electric Silent Chain Drive equipped with S-K-F Ball Bearings, and its honest material and workmanship throughout, render a satisfying service that cannot be duplicated.

It is made and sold exclusively by the

### Humphrey Elevator Co.

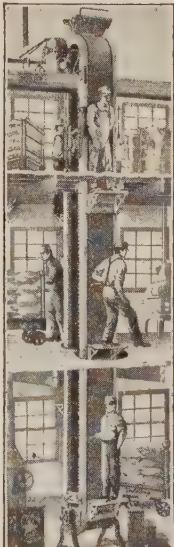
1129 Division St., W.

Faribault

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Minnesota

Representatives in Principal Cities



## WHAT DO YOU NEED?

to modernize your plant so it will minimize your labor and increase your profits? Is it here?

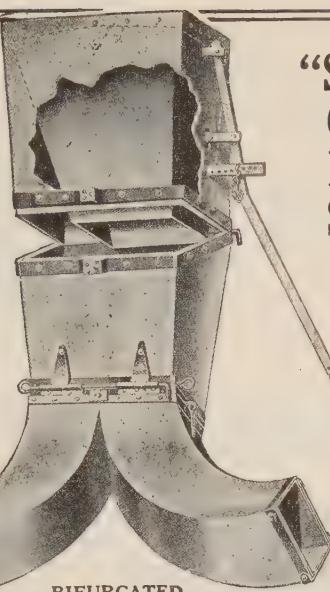
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Attrition Mill	Herringbone Reduction Gears
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Car Puller	Power Shovel
Car Seals	Renewable Fuse
Cleaner	Rolls for Cracking Corn
Clover Huller	Sample Envelopes
Coal Conveyor	Scales
Conveying Machinery	Scarifying Machine
Distributor	Self Contained Flour Mill
Dockage Tester	Separators
Dump { Auto Truck	Sheller
Wagon	Sieves
Dump Controller	Sliding-Roofing { Asbestos
Dust Collector	Steel
Elevator Leg	Silent Chain Drive
Elevator Paint	Spouting
Feed Mill	Storage Tanks
Fire Barrels	Testing Apparatus
Grain Driers	Transmission Machinery
Grain Tables	Transmission Rope

or anything used in a grain elevator.

Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

## INFORMATION BURO

Grain Dealers Journal, 305 So. La Salle St., Chicago



**“Standard”  
Car-  
Loading  
Spouts**

The spout illustrated is one of the best loading spouts on the market. Where there is sufficient height to give velocity to the flow of grain, this spout will, when once set, load uniformly without change or attention of any kind.

Made to fit any size spout. Write for prices for dependable, efficient and permanent steel or galvanized iron mill and elevator equipment. Get our quotations.

*Unexcelled Manufacturing Facilities*

**STANDARD STEEL WORKS**  
Successors to The Ell-Kay Mfg. Co.  
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A Monthly Journal  
Devoted to Milling,  
Flour, Grain

Established 1893  
Subscription Price \$1.00 a Year

*Sample copy furnished to interested  
parties upon request*

ATLANTA, GA.

# Turn Expense Into PROFIT With A GODFREY CONVEYOR

Regardless of the kind of coal you handle, a “Godfrey” will

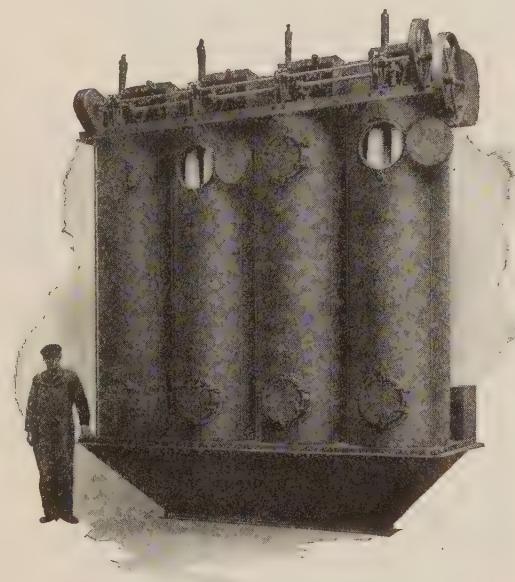
*Save time and labor.  
Eliminate demurrage.  
Keep equipment moving.  
Increase business capacity.*

Only ONE MAN is required to operate a “Godfrey.” No shoveling.

Write for catalog A-8

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107-127 13th Street  
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THE ALLIS-CHALMERS  
STYLE "B"  
DUST COLLECTOR



APPLICABLE TO ALL  
GRAIN ELEVATOR  
DUST PROBLEMS

AN ENGINEERING SERVICE  
IS OFFERED

Bulletin No. 1459 describes the  
machine and its operation

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MILWAUKEE, WISCONSIN. U.S.A.

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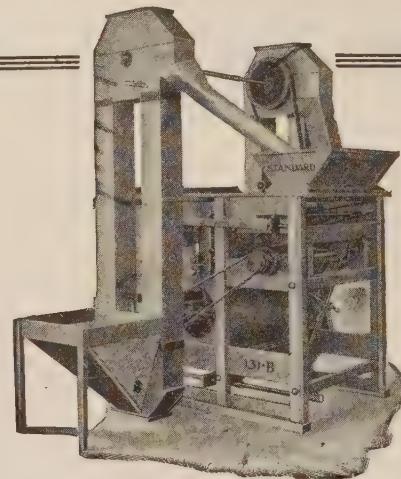
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The Progressive Grain Dealer is interested in the cleaner that will effectually do his work with the least trouble and expense. In the

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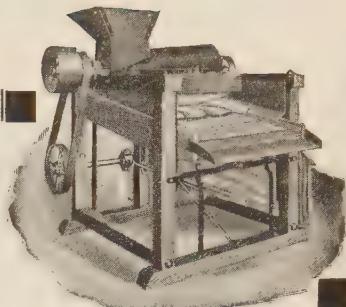
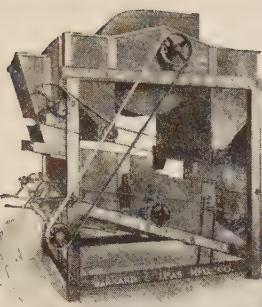
require little of your time for filing, and contain spaces for all the necessary information in the order which assures prompt attention on the part of the claim agent. They increase and hasten your returns by helping you to prove your claims and by helping the claim agent to justify payment.

Form A is for Loss of Weight in Transit Claims.  
" B—Loss in Market Value Due to Delay in Transit.  
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These claim blanks are printed on bond paper, bound in book form, each book containing 100 originals and 100 duplicates, a two-page index, instructions and summary showing just which claims have not been paid, and four sheets of carbon. You tear out the original to send to the claim agent, and the carbon copy remains in the book, as a record of your claim.

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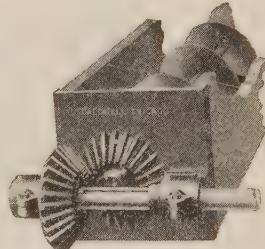
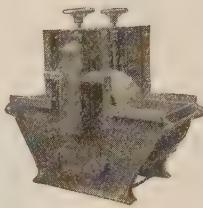
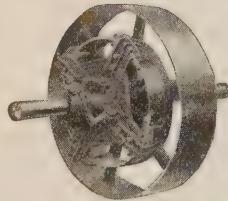
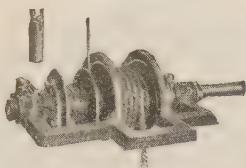
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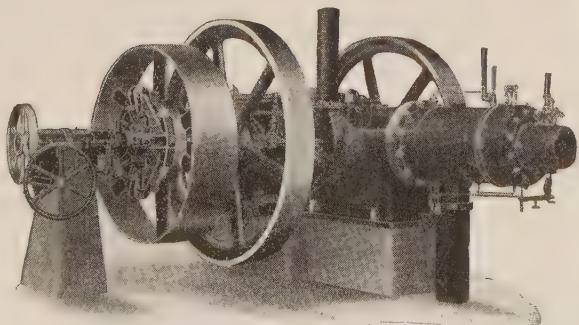
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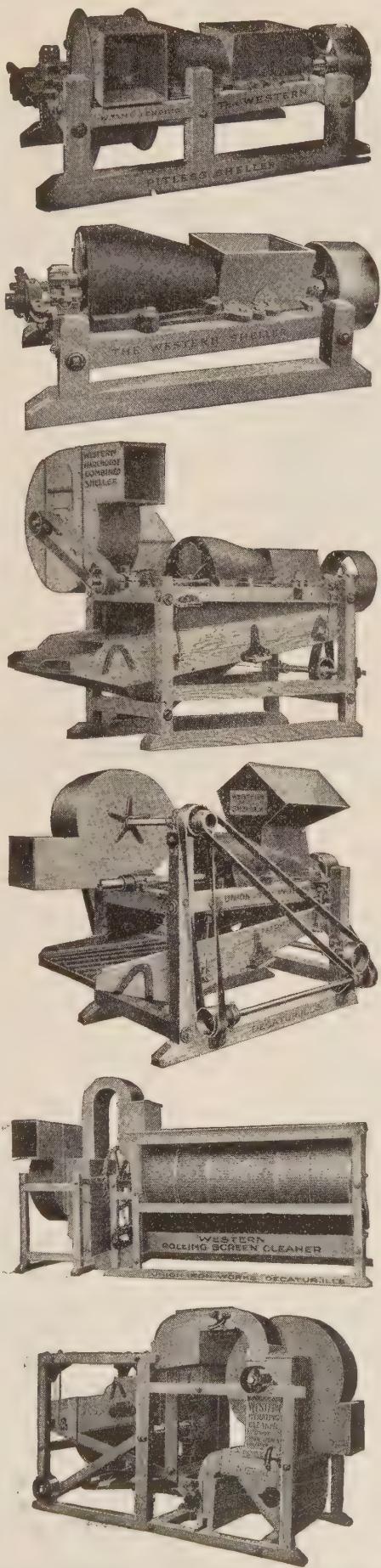
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Shellers and Cleaners  
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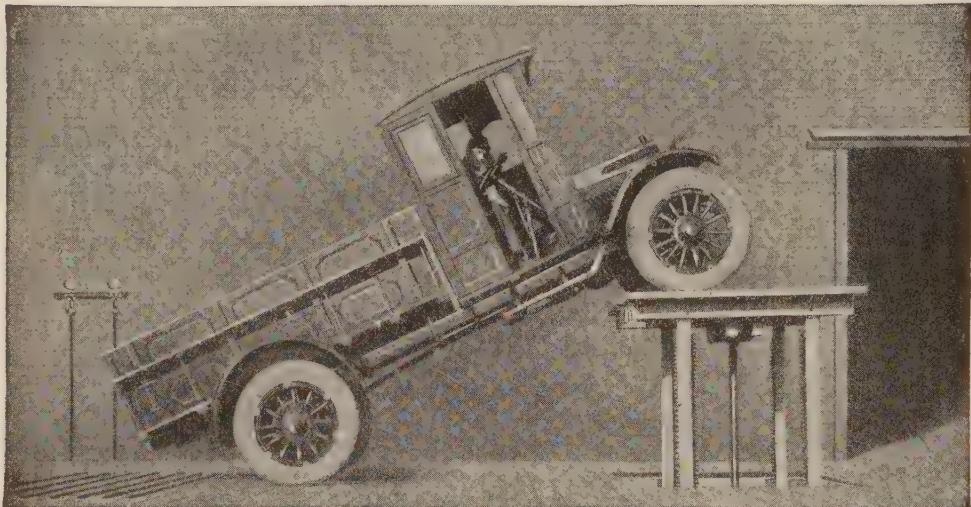
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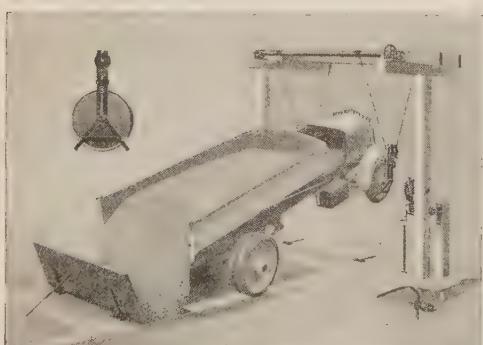
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Install one of these truck dumps at the first dump door and by extending the cable you can dump in any number of dump doors, whether the dump doors be close together or far apart, makes no difference.

It will dump short or long trucks or wagons at all points.

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There is a crane shipped with each dump to be used when power is not available.

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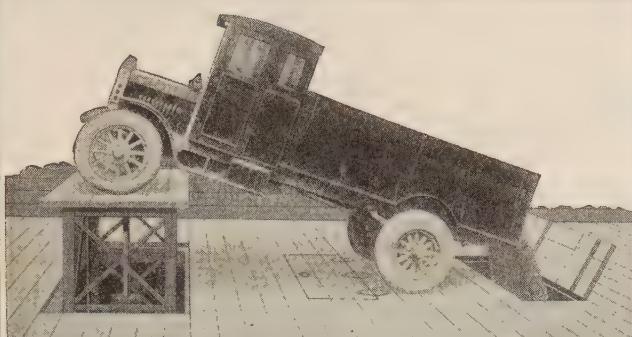
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We do not know of a single objection to lifts that has not been overcome in the KEWANEE LIFT. It is all steel—no wood to swell or rot. With the exception of the platform top there is no wood used in the construction of the KEWANEE LIFT. It is all of steel, cannot warp or buckle.

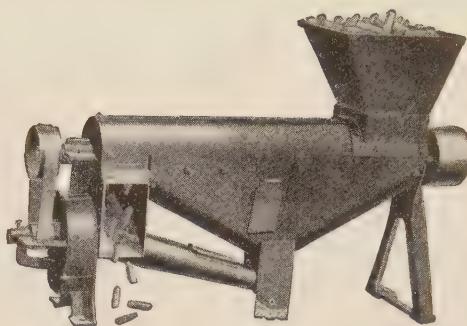
By combining the all-steel feature with ball-bearing operation the KEWANEE gives the utmost in satisfactory operation and long life. It is the only dump designed to operate in one unit with either trucks, wagons or sleds.

Regardless of what equipment you may use the KEWANEE is universally adaptable without change or addition. It will not get wobbly, operates smoothly under all loads and will support 50 tons. It has no chains, geared cables, pulleys or overhead framework. It is simple in its construction—easy to operate—quick. Raises and dumps in a few seconds, without locking front or rear wheels. Will not permit sliding while unloading. Accommodates any size or length truck, wagon or sled.

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The printing is crosswise ticket and has spaces for the following record: "Owner, Hauler, Grain, Grade and Dockage, Gross, Tare, Net, Total Dockage, Net Pounds, Bushels, Price and Amount, Storage Ticket No., Station Ticket No., and Date, Weigher, Name of Firm or Buyer."

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**Grain Dealers Journal**  
305 So. La Salle St. Chicago, Ill.

# U. S. SHELLERS

CORN SHELLER VALUE IS A COMPOSITE—an INDEX composed of quality of materials and workmanship, mechanical soundness, durability, reliability, appearance and price.

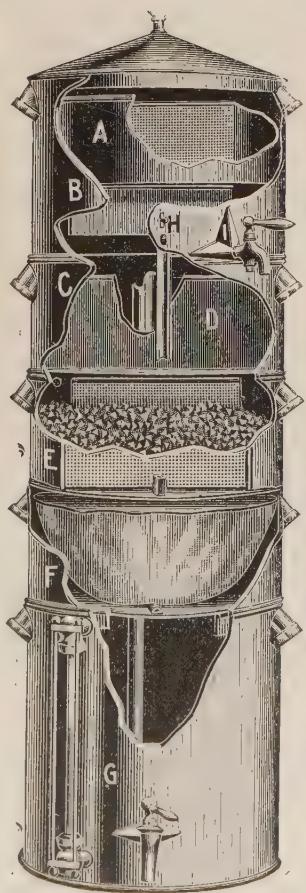
To judge U. S. Value, we ask you to examine it exhaustively, interview owners, compare it with all other shellers.

You will be amazed to find that for actual superiority in all essentials U. S. prices are lowest.

U. S. prices are based upon former low costs of plant and equipment, and present costs of labor and material.

**THE B. S. CONSTANT MFG. CO.**

Bloomington, Illinois



## WASTE!

Did you ever stop to figure how much oil you really waste?

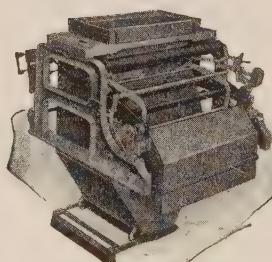
Every place where machinery is in operation, quantities of oil run into the gutter, only a small percentage is actually used and worn out by machinery. The balance runs down to—where?

That's it! Does it run to waste and utter loss, or is it conserved and, together with the grit, dirt and waste, put into a Bryant Oil Filter, where in 24 hours it comes out brand new oil with its original color and free from any foreign matter?

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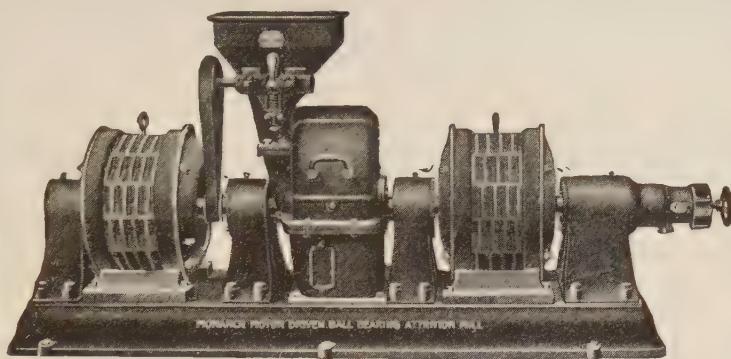
## Record of Cars Shipped

This double page form is designed especially for country shippers in keeping a complete record of each car of grain shipped from any station or to any firm, may be kept by themselves under the following column headings: Date Sold, Date Shipped, Car No., Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight, Bushels, Destination Bushels, Over, Short, Price, Amount Freight, Other Charges, Remarks.

The book is 9 $\frac{1}{2}$  x 12 inches, and contains 160 pages of ledger paper 29 lines to each page, and has spaces for recording the foregoing facts regarding 2320 carloads. It is well bound in strong boards with leather back and corners.

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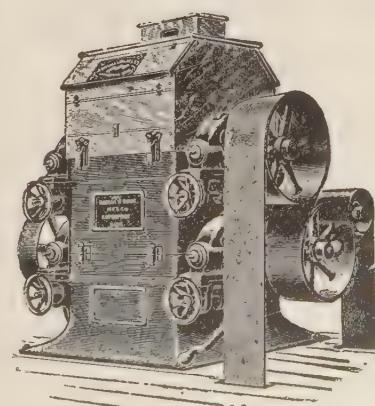
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The book contains 100 double pages. The best linen ledger paper is used. The regular ledger index in front will accommodate all names necessary. The book is tight bound in heavy cloth covers with leather back and corners. Price, \$4.00.

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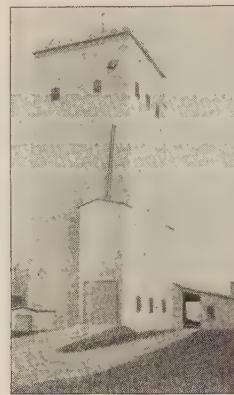
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cause the loss of many hard earned dollars to shippers  
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MUCH OF THIS LOSS can be saved by the use of  
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KENNEDY SYSTEM of car liners prevent leakage in  
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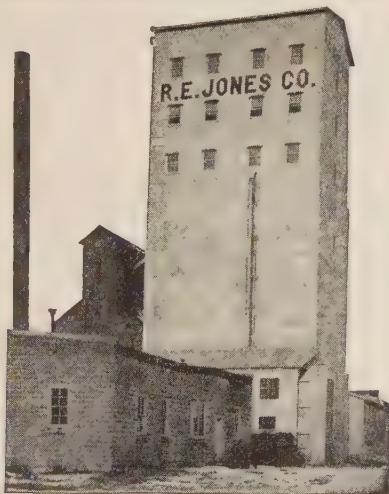
Write an experienced graduate engineer and estimator, and have an estimate made at once.

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**THE RYAN CONSTRUCTION CO.**  
SCHUYLER, NEBRASKA  
We build Modern Fireproof Grain Elevators,  
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Designers and Builders of  
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Elevators of our design and construction are the best endorsement of our work. We study your particular problems and build the elevator best adapted to your needs. Write us for further particulars.

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an ELEVATOR**

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Designers and Builders of GRAIN ELEVATORS  
Offices: Fort William, Ont., Duluth, Minn.  
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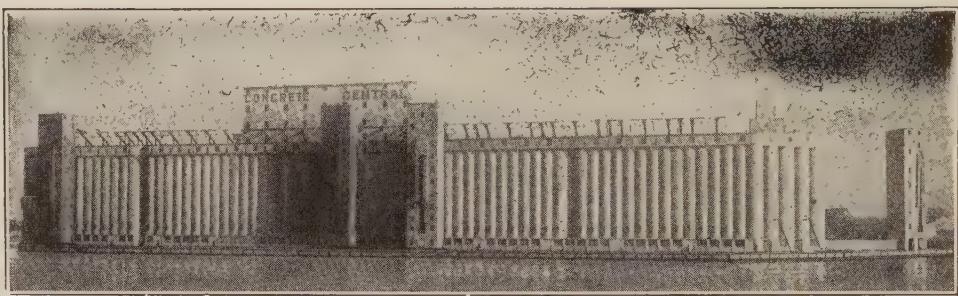


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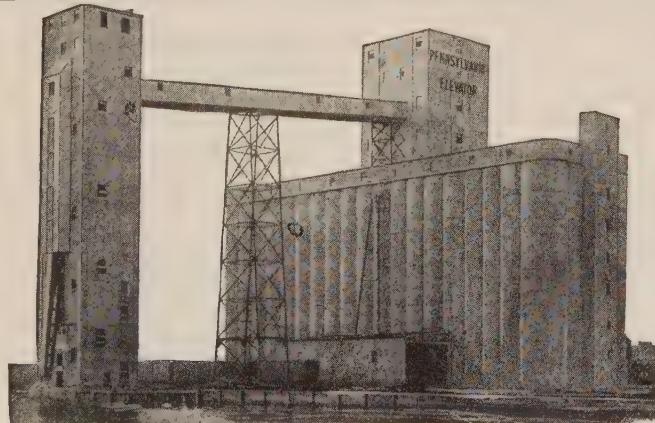


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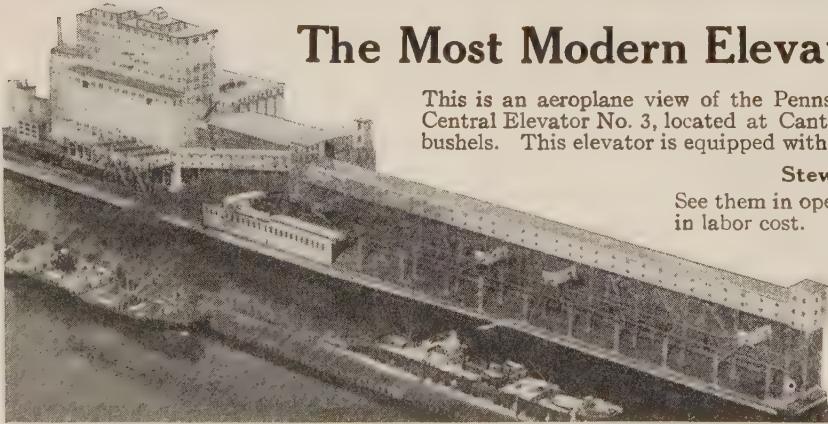
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## Folwell-Ahlskog Co.

McCormick Bldg. - Chicago, Ill.

Write us for Estimates and Proposals

## The Most Modern Elevator in the World



This is an aeroplane view of the Pennsylvania Railroad Company's new Northern Central Elevator No. 3, located at Canton, Baltimore, Maryland, capacity 5,000,000 bushels. This elevator is equipped with four

## Stewart Link-Belt Car Unloaders

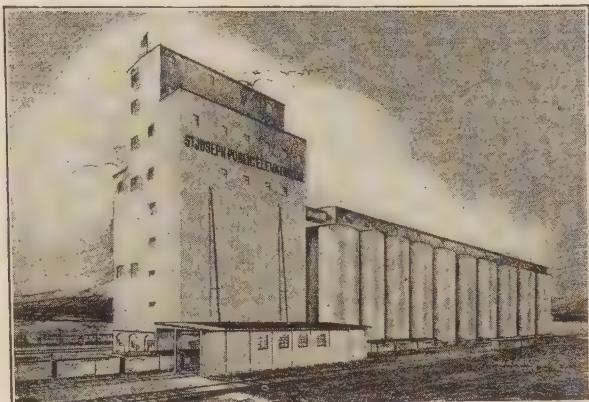
See them in operation and be convinced of their great saving in labor cost.

## James Stewart &amp; Co., Inc.

Designers and Builders  
GRAIN ELEVATORS  
In All Parts of the World

Grain Elevator Dept., W. R. Sinks, Manager  
1210 Fisher Building, Chicago, Ill.

"We have built for many of your friends. Eventually we will build for you. Why not now?"



St. Joseph Public Elevator  
St. Joseph, Mo.

John S. Metcalf Co.

Grain Elevator Engineers

108 South La Salle St.  
CHICAGO, ILL., U. S. A.

54 St. Francois Xavier Street  
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314 Reconquista  
BUENOS AIRES

Decatur Construction Co.  
ENGINEERS AND BUILDERS  
OF GRAIN ELEVATORS  
760-762 Gushard Building  
DECATUR ILLINOIS

EFFICIENT ERECTING CO.

We make plans and build up-to-date  
GRAIN ELEVATORS AND MILLS  
GEO. H. CRAIG  
386 120th Place, Blue Island, Ill.

BOGESS CONSTRUCTION CO.  
204 Empress Bldg. Phone F. 282 DECATUR, ILL.

Builders of  
GRAIN ELEVATORS and COAL POCKETS  
of the BETTER CLASS  
Special study given to each plant—Each  
plant fills the individual needs

R. C. STONE ENGINEERING CO.  
320 MERCHANTS EXCHANGE  
ST. LOUIS, MO.  
DESIGNERS AND BUILDERS OF  
CONCRETE AND WOOD ELEVATORS  
CORRESPONDENCE SOLICITED

If you want regular country shippers to become familiar with your firm name, place your "ad" here.

HICKOK Construction Co. MINNEAPOLIS ELEVATORS

IF you wish to build your elevator right, my eighteen years experience is at your command.  
C. E. BIRD & CO.  
MINNEAPOLIS MINNESOTA

HOLBROOK, WARREN & ANDREW  
Successor to  
Miller, Holbrook, Warren & Co.  
Designing Engineers  
Reinforced Concrete Elevators, Large or Small  
Millikin Building . . . DECATUR, ILL.

L. J. McMillin  
ENGINEER and CONTRACTOR of  
GRAIN ELEVATORS  
Any Size or Capacity  
523 Board of Trade Bldg., Indianapolis, Ind.

W. C. BAILEY  
Contracts and Builds  
Modern Grain Elevators  
We can furnish and install equipment in old or new elevators, guaranteeing greater capacity with less power, and positive Non-Chokable working leg.  
Let us show you  
433 Raftway Exchange Bldg., OMAHA, NEB.

The STAR ENGINEERING COMPANY  
BUILDERS OF GOOD ELEVATORS  
WICHITA, KANSAS

Write, phone or call us when you are in need of  
a Good Country Elevator or Engineering Service

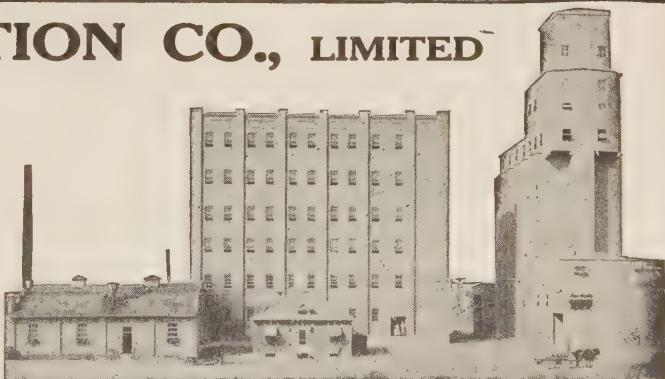
Successors to the Construction Department of the White Star Company

FEGLES CONSTRUCTION CO., LIMITED

ENGINEERS — CONTRACTORS  
MINNEAPOLIS, MINNESOTA, 706 First Ave. North  
GRAIN EXCHANGE, FORT WILLIAM, ONT.

WE ARE PREPARED TO TAKE  
AND EXECUTE CONTRACTS ANY-  
WHERE. GRAIN ELEVATORS, MILLS  
HEAVY ENGINEERING STRUCTURES

WE HAVE AN ENVIALE RECORD FOR SERVICE



Elevator and Mill Designed and Built for Lake of the Woods  
Milling Co., Ltd., Medicine Hat, Alberta.

# SPEAR

## Sample Envelopes

*Grain Samples Sent  
the Spear Way Always  
Reach Destination*

The value of supplying your customers with clean, promptly delivered samples is obvious. Do not neglect the important factor of good sample envelopes.

*Write us for samples and prices today.*

**HEYWOOD MFG. CO.**  
420 N. 3rd St. Minneapolis, Minn.

## The Automatic Dump Controller



A Good Business man gives his helpers the best, most up-to-date useful articles he can purchase with which they may perform their duties, with the greatest ease and in the shortest time.

In this way his people become more efficient and more valuable to him.

It is just as necessary for you to give your Friend Dump the most up-to-date and useful equipment with which he may perform his work, in order to procure the desired results in your business.

The McMillin Automatic Dump Controller is to your Dump what the Adding machine is to any Business man's Bookkeeper.

Send for Circulars.

**L. J. McMILLIN**  
525 Board of Trade Bldg.  
INDIANAPOLIS, IND.

## Your Opportunity

is here. Now is the time to let the elevator man know you want his business. Advertise in the

**Grain Dealers Journal**

## Bernert Grain Blower and Conditioner

Sectional view elevator installation of the Bernert Grain Blower and Conditioner fitted with Combined Elevator and Loader attachment. Note how simple the equipment. Only one machine with

one pipe leading up into the Cleaner and another leading to the car. By simply pulling the chain leading from the valve lever, connections can be switched in an instant from either elevating to loading, or loading to elevating. No nuts or bolts to be loosened; no stops necessary.

The Bernert Grain Blower and Conditioner is the most simple and most adaptable machine for elevating grain and similar material whether stationed inside or outside of building.

A lower or entirely done away with basement, no overhead transmissions, faster and less expensive installation, all operating machinery on the ground floor, less fire hazard, etc., are all points in favor of this system.

Grain is being received the same as with the bucket system, spouted or dumped direct into the hopper of the machine.

*For further information, write for catalog to the*

**Bernert Mfg. Co.**  
NORTH MILWAUKEE, WIS.

## An Efficient Leg in an Elevator Wins Half the Battle

More than two thousand elevators escape mixing grain by using a

### Hall Signaling Distributor



and very many are DOUBLING THEIR CAPACITY, reducing cost of operation and maintenance, and more effectively and conveniently doing the work without backlegging or choking by installing a

### HALL SPECIAL

(ELEVATOR LEG)

with actual results after installation

*Guaranteed by the*

**Hall Distributor Company** 222 Railway Exchange Bldg. Omaha, Nebr.

## Certain Departments

in this number of the GRAIN DEALERS JOURNAL are especially interesting. After you have read them, consider carefully whether you are not better off with the twenty-four numbers of the Journal, on your desk, or the \$2.00 in your pocket.

Here's a record from  
The Northwest

The General Manager of a prominent Grain & Elevator Company in the Northwest wrote us recently:

"Otto engines have always given us much better satisfaction than any other engines we have used. Any time we can get an Otto for elevator work we are not going to consider anything else."

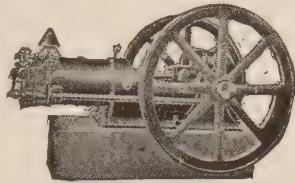
Otto owners all over the country have reported thousands of similar records—20 years is not at all unusual. Many of them add, "The engine seems good for twenty more years."

If you are interested in stationary engines—gas, gasoline, or kerosene—you need the Otto catalogue. Drop us a postal for your copy.

Models up to 50 H. P. in stock.

Otto Engine Manufacturing Co.

3219 Walnut Street, Philadelphia, Pa.  
15-17 S. Clinton St., Chicago, Ill.



CONE-SHAPE  
GRINDERS

It PAYS to GRIND ALL GRAINS

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of shaft; thus More Capacity, Lighter Draft, Longer Life.

"Desire to express my appreciation of the long-lasting, trouble-proof Bowsher. Have used a No. 4 ten years with less than One Dollar per year for repairs." R. W. Watt, Jacobsville, O.

10 sizes; 2 to 25 H. P. Write for free catalogue. G. N. P. BOWSHER CO., SOUTH BEND, IND.

KIMBALL ELEVATORS  
& MANLIFTS

Passenger or Freight  
For Grain Elevators & Mills  
Electric or Hand Power  
Complete Line

KIMBALL BROS. CO.  
1129 Ninth Street  
COUNCIL BLUFFS, IOWA

Branches: 202 Scott Thompson Bldg., Oklahoma City, 610 Delaware St., Kansas City, Mo.

TYDEN  
CAR SEALS

Bearing shipper's name and consecutive numbers.

Prevent

CLAIM LOSSES

10,000 SHIPPERS

Are now using them

Write for samples and prices.

INTERNATIONAL SEAL & LOCK CO.

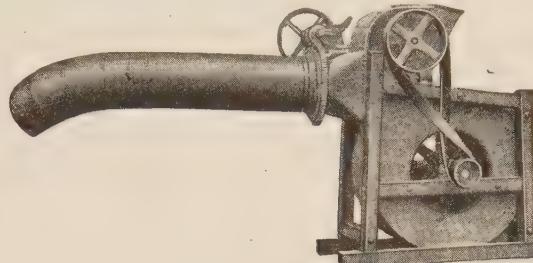
Chas. J. Webb, Vice-President  
617 Railway Exchange Bldg., CHICAGO, ILL.



CLEAN AND LOAD IN ONE OPERATION

To make the most money these days the grain elevator operator must operate his plant as economically as possible; he must ship the highest grain possible and it must be clean. To get the maximum in loading facilities and at the same time clean the grain loaded every elevator operator should install

Combined  
Grain  
Cleaner  
and  
Pneumatic  
Car  
Loader

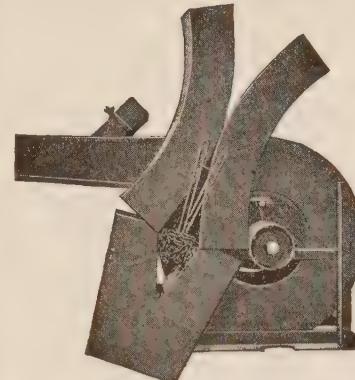


It does not mill or crack the grain; fills cars to full capacity; strong, durable, requires no attention after starting. Cools and dries the grain as it passes through the air.

Used by hundreds of elevator owners. List of users will be sent you upon request.

Write for List and Circulars

MATTOON GRAIN CONVEYOR CO., MATTON, ILLINOIS



30 DAYS' TRIAL

Dust is Dangerous  
to Health

There is no need to ruin your health or the health of your men by scooping grain in a dirty, dusty car. Our system is not only simple but effective.

You can load every car to full capacity with a Boss Air Blast Car Loader, without any scooping in the car. You can also clean the grain as you load if you desire. O. N. East, of Milmine, Ill., says it is superior to a regular grain cleaner.

We manufacture Stationary outfits for installation in elevators, also portable outfits with and without engines. Prices range from \$150.00 to \$1,185.00. They handle both EAR corn and loose grain. Write for Trial Offer and complete catalog. It will pay you.

MAROA MANUFACTURING CO., Dept. G., Maroa, Ill.



Grain Dust is a Fire Hazard

Wherever it settles.

Exposed to ignition by spark and spontaneous combustion a constant menace to life and property.

The only SANE, SAFE thing to do is recover the dust with an all-metal fireproof

"Knickerbocker 1905 Cyclone"

Write for Catalog.

The Knickerbocker Co., Jackson, Mich.

Cover's Dust Protector

Rubber Protector, \$2.00  
Sent postpaid on receipt  
price; or on trial to responsible  
parties. Has automatic valve and  
fine sponge.

H. S. COVER  
Box 404 South Bend, Ind.



For Accurate Moisture Tests  
use our Grain Dealers' Air  
Tight Cans for forwarding  
your grain samples.

ST. LOUIS PAPER CAN & TUBE CO.  
ST. LOUIS, MO.

WHEN YOU BUY—BUY RIGHT.

OUR ADVERTISERS OFFER THE BEST.

# EUREKA PRICES REDUCED

TO CONFORM WITH REDUCTIONS IN COST OF RAW MATERIALS

This happy state of affairs has been brought about by more favorable buying conditions, a more perfect control of time and materials, increased efficiency of labor and a larger output per machine.

The savings made by our closely scrutinized manufacturing methods have been passed on to the buyer. Taking into consideration the improvements made in our product, and except for the obvious duty of collaboration among manufacturers to restore the morale of business, there is really little or no justification for price reduction at this time.

**"Eureka" Quality will not be sacrificed, regardless of price.**

**Our effort in our service to the elevator and milling industries will remain the same—not how cheap, but how good.**

**"Eureka" machines will always be known as products of Quality.**

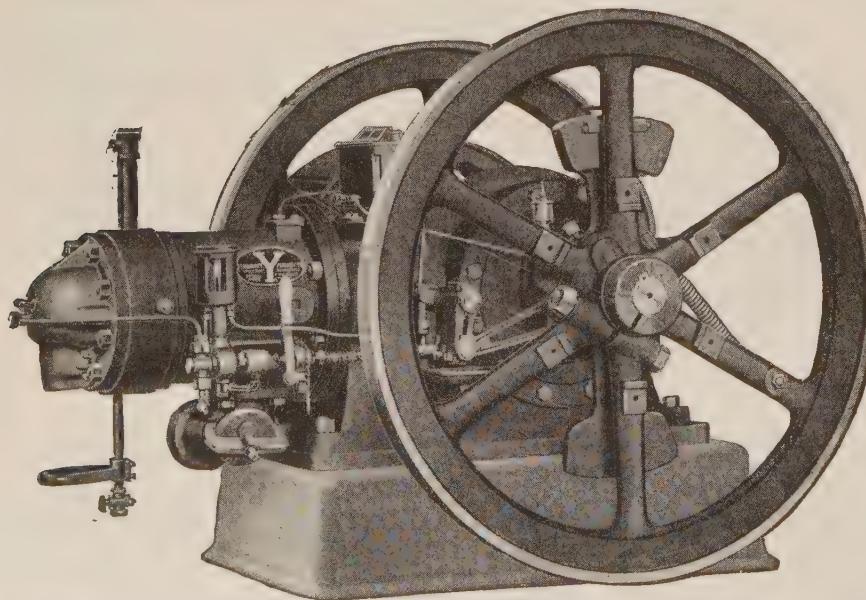
When you buy a "Eureka" you are making a safe investment. You are placing your faith and trust and money in a machine made and backed by the oldest and largest manufacturer of Grain Cleaning Machinery in America.

New Lists now ready.

**S. HOWES CO., Inc.**  
EUREKA WORKS  
SILVER CREEK, N. Y.



## Fairbanks-Morse "Y" Oil Engines



Considers the "Y" to Be the Best Oil Engine Built.

This Elevator owner says:

"It is very economical, requires very little attention and is altogether the smoothest running piece of machinery I have ever seen.

"'Y' oil engines, 10 h.p. to 200 h.p., are giving steady, dependable power for mills and elevators. They use low grade fuel oils economically."

**Fairbanks, Morse & Co.**  
MANUFACTURERS CHICAGO  
THE CANADIAN FAIRBANKS-MORSE CO., LTD., MONTREAL



Oil Engines - Pumps - Electric Motors and Generators - Fairbanks Scales - Railway Appliances - Farm Power Machinery

# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE.

**NORTH DAKOTA** Farmers elevator for sale at a bargain. Located in excellent grain territory. Address Box 66, Spiritwood, No. Dakota.

**MINNESOTA** elevator of 25,000 bushels capacity for sale or rent. Located on C. M. & St. P. Ry. Coal and Feed business in connection. Address J. J. Dobie, Mapleton, Minn. 46A13.

**OKLAHOMA**—For Sale. Under Foreclosure, small grist and flour mill and elevator. To be sold early in June. For particulars write Floyd Hines, Cashier, Citizens State Bank, Wagoner, Oklahoma.

**CENTRAL INDIANA** elevator, feed, coal and seed business for sale on account of sickness. Good terms; big business; fine opportunity. City 5,000, no other elevator. Address 46K29, Grain Dealers Journal, Chicago, Illinois.

**NORTHWEST IOWA** cribbed elevator with annex; thirty-five thousand bushels capacity; located at a good grain point. Will trade for good second mortgage on Iowa or Minnesota land. Address 46K26, Grain Dealers Journal.

**TWO ILLINOIS** elevators and warehouse in Central part of State for sale. Good live town at main office where we have a large flour, feed, etc., side line business. Something doing every day in the year. Address 46H35, Grain Dealers Journal, Chicago, Ill.

**ELECTRIC NORTH DAKOTA** Elevator for sale. Equipped with 7½ h.p. motor; 8 h.p. Fairbanks gas engine; cleaner; hopper bins; Howe wagon scale; Fairbanks 100 bushel hopper loading scale; office and engine room. Capacity 35,000 bushels. For further particulars write H. C. Scheer, Hamberg, North Dakota.

**NORTHERN ILLINOIS**—14,000 bushel, cribbed, metal covered, elevator for sale. Own land. One good competitor. 120 miles from Chicago on I. C. R. R. Good grain territory. Poor health reason for selling. A snap for \$8,500 if taken soon. Address 46H9, Grain Dealers Journal, Chicago, Illinois.

**COLORADO—THREE** studded galvanized iron elevators and two large warehouses for sale. Elevator capacities twenty, fifteen and ten thousand bushels respectively. Choice locations in the heart of Northeastern Colorado Wheat Belt. A Golden opportunity. Terms if desired. Come quick. Address S. B. Ashcraft Grain Co., 827 Cooper Bldg., Denver, Colorado.

**CENTRAL ILLINOIS** elevator for sale. Located in the best grain country on the I. C. R. R. Can load from this point to all southern markets. Capacity 15,000 bushels; in A-No. 1 condition; electric power; Hoepner Automatic Scale; on own ground. Sold at a bargain if taken soon. Handle from 150 to 200 thousand bushels annually; coal sheds handle two thousand tons. Price—is this a bargain, terms right. Address 46K7, Grain Dealers Journal, Chicago.

**OKLAHOMA BARGAINS:** Two elevators, wood, iron clad, in one of the best oats, wheat and corn sections of Oklahoma. New 10,000 bushel elevator on Frisco; 15,000 bushel on Katy. Well equipped. Each house has handled about 200,000 bushels annually. Also 60,000 bushel wood iron clad elevator with 100 bbl. flour mill adjoining, in town of 6,000 on Katy and Frisco railroads. Always have wheat to ship out. Will sell all together or separately. Address 46K20, Grain Dealers Journal, Chicago.

## ELEVATORS FOR SALE.

**HAMMON, OKLAHOMA** 4,000 bushel elevator in good wheat country for sale at a bargain. Good coal bins and warehouse. Address S. F. White, Leedey, Oklahoma.

**NORTHEASTERN KANSAS** elevator for sale. 8,000 bushels capacity; fully equipped; electric power. Good town, good country, good competition. One other elevator. For further information write C. B. Tripp, Centralia, Kans.

**IOWA** 40,000 bushel elevator for sale. Two legs; two dumps; new coal sheds for 200 tons; corn crib for 6,000 bushels. Will handle 300,000 bushels a year. Address 46K2, Grain Dealers Journal, Chicago, Illinois.

**INDIANA**—Good elevator for sale in fine farming community on P. & E. Div. of Big Four. Capacity 10,000 bushels. Manager in bad health. In small town with no competition. Address 46G7, Grain Dealers Journal, Chicago.

**NORTHERN ILLINOIS** Elevator for sale. 35,000 bushels capacity—in good condition. Equipped with corn dryer and electric motor. Located in fine grain section. Good coal and feed business. Can be bought right. Address 46G11, Grain Dealers Journal, Chicago, Illinois.

**INDIANA** 15,000 bushel cribbed elevator for sale. Electric power. One of the best grain sections in the state. Handle about 125,000 bushels of grain and \$50,000 retail business. Also have good grinding business. Address 46K6, Grain Dealers Journal, Chicago, Illinois.

**OHIO**—15,000 bushel elevator in western part of state for sale. Located in fine grain section and doing a good business in grain, seed, coal, flour and feed. On private grounds. Residence property included. Address 46F8, Grain Dealers Journal, Chicago, Illinois.

**CENTRAL INDIANA** modern, 50,000 bushel, well built elevator for sale. Located in the best grain section of the State. Thirty-six square miles of territory. Will bear close inspection. A proposition that will appeal to those who want a good business. Address 46G15, Grain Dealers Journal, Chicago, Illinois.

**KENTUCKY** elevator and feed plant for sale. Located in the heart of the Blue Grass, Bourbon County, the largest wheat growing county in the state. Elevator of 70,000 bushel bin capacity equipped with up to date cleaning machinery; feed plant and corn mill just installed; all motor driven. In close touch with the principal stock breeding farms of the state and within a short distance of the rich oil and coal fields. This is a real business opportunity. Ill health of partner makes sale necessary. Address L. D. Mitchell, Paris, Ky.

**CENTRAL ILLINOIS** Elevator for sale. Frame house of 9,000 bushels capacity. Gasoline power, Western Sheller and Cleaner and Boss Car Loader. On own ground. Office 14x24; Implement House 36x70; Double Deck Lumber Shed on leased ground at \$10.00 per year—55x90. 7-room two story residence, with 1 and 1/3 acres of ground. All buildings in good condition. One good competitor in grain; no competition in coal, farm implements or lumber. Located in good farming community in Central Illinois. Reasons for selling, poor health. Stock on hand will invoice about \$15,000 and that is all that is asked for this establishment. Address Bargain, Box 12, Grain Dealers Journal, Chicago, Illinois.

## ELEVATORS FOR SALE.

**NORTHEASTERN IOWA** Elevator for sale. For full particulars refer to the issue of the tenth, or Lockbox 127, Maynard, Iowa.

**FOR SALE**—Elevator in best wheat belt in Kansas. 15,000-bushel house. Crops in fine condition. \$3,000 quick sale. Address 46J28, Grain Dealers Journal, Chicago, Illinois.

**OKLAHOMA**—15,000 bushel house located in the biggest wheat market of the state; fully equipped. A BARGAIN if taken at once. Act quick. Address 46J32, Grain Dealers Journal, Chicago, Illinois.

**MINNESOTA**—Cribbed elevator located in good town on Rock Island; eleven bins; operated by gasoline engine; handles 100,000 bushels annually; good competition; no side lines. Write B. B. Anderson, Estherville, Iowa.

**KANSAS** mill and elevator for sale. Fifty barrel mill and 5,000 bushel elevator—nearly new. Located on Mo. Pac. Ry. in Sumner County, Kansas. Owner wishes to retire. Address 46J19, Grain Dealers Journal, Chicago, Ill.

**NORTHEASTERN NEBRASKA** 20,000 bushel elevator for sale at a bargain. Full equipped, including feed grinder, corn cribs, etc. Office building detached. Handle flour and feeds besides 250,000 bushels annually. Everything in good running order. Price, \$5,500. Address 46J31, Grain Dealers Journal, Chicago.

**TWO TWENTY** thousand bushel capacity elevators, located in North Central Oklahoma. On A. T. & S. F. R. R., at adjoining stations; can be operated from one station. Best crop in years; also handle Coal, Flour, Feed, Seeds and Salt. Wonderful opportunity for right parties. Address Norcenok, Box 9, Grain Dealers Journal, Chicago, Illinois.

**NORTH DAKOTA** 40,000 bushel elevator for sale at a sacrifice. Equipped modernly with Globe Dump Truck, ten ton Howe Scale, etc. Everything is in excellent shape. This station handles 450,000 bushels annually with only four elevators. It is a real location to say the least. Priced reasonably. Address 46K9, Grain Dealers Journal, Chicago, Ill.

**ILLINOIS** 20,000 bushel capacity elevator, located on the C. B. & Q. R. R. for sale. Good coal and feed business in connection with new feed house and coal storage. Elevator is in fine condition and is equipped with electric power, two dumps, two scales, and has an exceptionally fine location. Only elevator in town. Priced right. Address 46H26, Grain Dealers Journal, Chicago, Illinois.

**OKLAHOMA CITY, OKLA.** Terminal elevator for sale, with large storage capacity. Equipped with 100-ton track scale, 50-ton hopper scale, wagon and platform scales, corn sheller, clipper, cleaners and feed rolls. Motive power; 125 h. p., one 20 h. p., one 15 h. p., one 7 h. p. electric motors. One 40 h. p. boiler to operate Hess Dryer. This elevator is on private property, with trackage on both sides, and has access to four trunk lines. Address J. C. Pearson, Marshall, Oklahoma.

(Continued on page 844.)

# The GRAIN DEALERS JOURNAL.

## ELEVATORS FOR SALE.

**IOWA**—15,000 bushel elevator for sale in good territory and in good repair. Full particulars upon inquiry. Address 46J16, Grain Dealers Journal, Chicago, Illinois.

**ILLINOIS** Elevator offered for sale to close partnership. 70,000 bushels capacity, cribbed, iron clad. Double corn crib, dump inside, cribbed coal house—all enclosed. Fine office. This is a new plant—everything modern. Handles 300,000 bushels of grain and 1200 tons of coal annually. No competition. Best proposition offered in Illinois for cash. Address 46K18, Grain Dealers Journal, Chicago, Illinois.

**MARYLAND** Elevator for sale. Storage capacity 16,000 bushels; large feed warehouse. Wagon dump for ear corn; sheller capacity 375 bushels. Crib for ear corn 1,750 bushels. The best equipped elevator in Western Maryland, located at Linwood, Md., Carroll County, one of the best grain and dairy sections in the state, 43 miles from Baltimore, Md., on main line Western Maryland Railroad. Two dwellings included. C. M. Horst, Hagerstown, Maryland.

**SOUTHWESTERN OHIO** Warehouse and Elevator for sale. About 40 miles north east of Cincinnati, on branch of Penna. R. R. Village station with Church, School, Telephone, Telegraph, Express Office, Electric Light and Power. Pleasant neighborhood in good grain country. About 6 acres of land. Separate office of two rooms with scales under roof. Engine, sheller, cleaner, dumps. Everything in 1st class condition. Examination of books will show has been money maker. Reason for selling—death in family. Price \$8000. Address 46D21, Grain Dealers Journal, Chicago, Ill.

## ELEVATOR BROKERS.

**JOHN A. RICE** ELMER N. SMITH  
Elevator Brokers, Frankfort, Indiana.

**WANT TO HEAR** from owner having elevator or other business for sale. State cash price and particulars. John J. Black, 57th St., Chippewa Falls, Wisconsin.

### CLAYBAUGH-MCCOMAS Offices

Frankfort, Ind. Indianapolis, Ind.  
223 B. of T. Bldg. 601 Board of Trade.  
If you want to buy, sell or trade an elevator write us at either address.

**ALWAYS HAVE ELEVATORS** For Sale in the Grain Belt of Illinois and Eastern Indiana. If you are in the market write me fully and I will try and satisfy you.

**JAMES M. MAGUIRE.**  
432 Postal Tel. Bldg., Chicago, Ill.

## BROKERS WANTED.

**OHIO BROKER** to bid country stations in Ohio for account of Buffalo house on brokerage basis. Address 46K15, Grain Dealers Journal, Chicago, Illinois.

## ELEVATORS WANTED.

**WISH TO BUY** Country elevator (40,000 bushels capacity) or Country mill. Address 46J4, Grain Dealers Journal, Chicago, Ill.

**WANTED TO LEASE** in Illinois or Iowa 50,000 capacity modern elevator for one year with privilege of term. Business must average 250,000 bushels. Address 46K25, Grain Dealers Journal, Chicago, Illinois.

**WANT TO BUY** for cash, elevator in Ohio or Indiana. Prefer Farmers Equity that wants to quit the grain business. Give all information possible in first letter. No dead ones need apply. Address 403 W. Fayette St., Celina, Ohio.

**WANT TO LEASE** for one year, with the privilege of buying at end of year—fully equipped Elevator at good grain station, Minnesota or South Dakota preferred. Address 46F13, Grain Dealers Journal, Chicago, Ill.

**WANT TO LEASE OR BUY** Indiana or Ohio elevator. Give full description in first letter, location, price, terms, side lines, competition, average amount of each grain handled annually. Address 46K12, Grain Dealers Journal, Chicago.

## FARM LANDS FOR EXCHANGE.

**I WILL SELL** my 200 acre farm near Elma, Iowa, or will take grain elevator as part payment. For price and terms write Box 173, Elma, Iowa.

**ELEVATOR WANTED** in South Dakota. Will trade my \$11,000.00 equity in a good quarter of land 1½ miles from the City of Brookings, Brookings County, S. D. Address Chas. K. Brooks, 206 W. 8th St., Brookings, S. Dak.

**WANTED:** Central Illinois or West Central Indiana elevators in exchange for 240 acres first class, level, black East Illinois farm; good improvements; well tiled; 1½ miles from market on hard road. Address 46K3, Grain Dealers Journal, Chicago, Ill.

## FOR SALE OR TRADE—332 ACRE FARM.

We offer one of the best farms in Pike County, Illinois, of 332 acres of deep black soil. All tiled and well improved. Large barn, hog house, implement shed and double corn crib; all built last year. House is fair. 100 acres of growing wheat. There is no better soil in Illinois. State Aid Highway running from Springfield and Quincy passes by this farm. Only one mile from market. Farm leased on basis of half grain delivered elevator.

Farm located near Meredosia, Illinois, or 25 miles west of Jacksonville, in the McGee Drainage District. Price \$250.00 per acre. Will consider part trade on elevator or merchandise stock.

**CONSUMERS' FUEL & FEED CO.,**  
145 E. Waters St.,  
Galesburg, Ill.

## BAGS—BAGGING—BURLAP.

**BURLAP BAGS OF EVERY KIND FOR SALE;** new or second-hand, plain or printed with your brand; seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheetings or Paper for Car Lining, etc. Wanted: Second-hand bags, best prices paid.

WM. ROSS & CO., 409 N. Peoria St., Chicago.

## FEED MILL FOR SALE.

### ALFALFA FEED MILL

For Sale by Trustee.

The entire plant, formerly operated by the Alfalfa Products Company, Sioux City, Iowa, is offered for sale.

Property consists of first class mill building, fully equipped with all modern machinery, with a capacity of 40 tons daily. Operated by own electric power plant. Elevator of 15,000 bushels capacity in connection.

Located in South Dakota directly across from Sioux City on C. M. & St. P. Ry.

The plant cost nearly \$100,000. Come look the plant over and make your offer.

Pierre U. Bernard, Trustee.  
Jefferson, S. D.  
Alfalfa Products Company.  
Jefferson, South Dakota.

## DYNAMOS—MOTORS.

**WANTED**—A good used 50 h.p. motor, three phase, forty degree, 1800 RPM. Give detailed description and rock-bottom price. Address The Mangelsdorf Seed Co., Atchison, Kansas.

**ONE CENTURY** Electric Motor 7½ h.p., 104 volts, 25 cycle, amperes 70-35, speed 1460, for sale cheap. Guaranteed in good condition. Used for short time. Inquire of Roberts & Pearson, Burgess, Illinois.

## OIL AND GAS ENGINES.

**FOR SALE**—1 25-h.p. type Y Fairbanks Morse Engine. Nearly new. C. C. Shira, Sidney, Ind.

**FOR SALE**—21 h. p. Otto Gasoline or Kerosene engine. Very reasonable. Roth Products Company, 1006 W. 21st Street, Chicago, Ill.

**1-32 h.p.** Fairbanks-Morse Gasoline Engine for sale. First class shape. L. J. McMillin, 525 Board of Trade Bldg., Indianapolis, Indiana.

## SCALES FOR SALE.

**ONE MONARCH** 70,000 lbs. capacity Hopper Scale with 2" tongue and groove lumber for Hopper. C. C. SMITH, Conway Springs, Kansas.

**FOR SALE**—Fairbanks Automatic Loading Scale; practically new; been used one season. Farmers Union Mercantile Co., Norborne, Mo.

**SLIGHTLY USED** 30 ton Fairbanks Hopper Scales, also 15 ton Howe Hopper Scales. Priced right. Address 46J8, Grain Dealers Journal, Chicago, Illinois.

**NEW 5 TON** Fairbanks Morse Pitless Wagon Scale for sale. Never been uncrated. \$135.00 for quick sale. For further particulars write Lindley C. Binford Grain Co., Haviland, Kans.

**100 TON 50 FOOT FAIRBANKS** Railroad Track Scale with all steel for setting same, for sale. All in Perfect condition. Very Cheap.

C. E. BIRD & CO.,  
Minneapolis, Minn.

Since 1983

28 Years

Manufacturers  
of Scales



Telephone Albany 4  
2437-43 N. Crawford Avenue

Save money and send for list of our guaranteed rebuilt scales. All makes and capacities. Tell us what you want. Let us repair your scales—any make. We also carry parts. Finest equipment for scale work in Chicago.

## COLUMBIA SCALE COMPANY

F. Beuckman & Son, Props.

CHICAGO, ILLINOIS

Because they are easy to build, simple in construction, well made and retain their accuracy longer than any scale on the market. COLUMBIA SCALES are being used by practically every feed, coal, ice and material dealer in Chicago. THERE MUST BE A GOOD REASON.

## MACHINES FOR SALE.

ONE NO. 9 and one No. 3 Invincible Oats Clipper for sale. C. C. Smith, Conway Springs, Ks.

FOR SALE—One Boss Air Blast Loader in A-1 condition. Price \$75. Have installed other equipment. P. W. Millikan Co., Messick, Ind.

S. HOWE elevator separator No. 178. Capacity 800 bushels per hour. In A-1 shape. Priced to sell; my price is \$150 f.o.b. Minden, Nebr. Address A. E. Hotchkiss, Minden, Nebr.

FOR SALE—One direct driven Unique Ball Bearing Attrition 22 inch Grinder; one cob crusher; one Sidney Sheller; one 10 h.p. motor—all in good shape. Address 46K11, Grain Dealers Journal, Chicago, Illinois.

FOR SALE—One 15 horse power motor, 3 phase, 220 volt, General Electric, used only two months.

One Cary safe, 24 by 30.

One roll top desk.

Will sell separate or attractive price for lot. Write for prices. Aberdeen Farmers Equity Exchange, Aberdeen, South Dakota.

### TRUCK & WAGON DUMP.

Save hundreds of dollars in installation and operation by buying our Gravity Truck & Wagon Dump. Just put on the market and among the first purchasers was a large line company. Get our circulars and prices on this efficient dumping machine.

Olsen Gravity Truck & Wagon Dump.  
42 Hock Bldg., Hutchinson, Kan.

### FOR SALE AT A BARGAIN.

Three Allis Chalmers Double Roller Mills, 9x24\*  
Three Barnard & Leas Double Roller Mills, 9x30\*

PRACTICALLY NEW.

Also complete corn mill equipment—dryers, planifiers, aspirators, reels, conveyors, scourers, dust collectors, elevators, etc.

Immediate Shipment.

MEAD JOHNSON & COMPANY,  
Evansville, Ind.

### MACHINERY BARGAINS.

One No. 5 Monitor Receiving Separator, nearly new, guaranteed, in first class shape, all good screens.....\$200  
One Monarch Receiving Separator, all in good repair. Just the thing for small mill 50  
One No. 5 Clipper Mill, lot extra screens, good repair ..... 40  
One No. 6 Clipper in good working order.... 40  
One No. 7 Clipper, all in good repair..... 50  
One New Idea No. 2, just new, all screens..... 40  
Two Good Elevators, 12 feet.....A bargain  
One Bagger Attachment.....Cheap  
Address 46J11, Grain Dealers Journal, Chicago.

### REAL BARGAINS.

Prompt Attention. Quick Shipments. When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipments for modern mills of all kinds, molasses stock, and poultry feed plants, plans, specifications, flow sheets, etc., our specialty.

Write us without delay.

Geo. J. Noth, Mgr.,  
9 S. Clinton St., Chicago, Ill.

## BOILER FOR SALE.

FOR SALE—One eighty horsepower tubular boiler in good condition. M. J. Hogan Grain Company, Seneca, Illinois.

## HELP WANTED.

WANTED—Experienced young man for manager cash grain office, Decatur, Illinois. Send reference, salary expected, etc. Address 46K30, Grain Dealers Journal, Chicago, Ill.

COMPETENT GRAIN man wanted to take one-fourth interest and manage good country station. Excellent opportunity. Address 46K18, Grain Dealers Journal, Chicago, Ill.

SALESMAN WANTED now calling on mills and elevators in the states of Missouri, Illinois, Indiana, Kentucky and Ohio, to sell as a sideline our product on commission. It is a good seller and brings repeat orders. Ask for information. "MASTER-GRIP" MFG. CO., 978 Arcade Building, St. Louis, Missouri.

## SITUATIONS WANTED

POSITION WANTED as manager of Farmers or Line Co. elevator. Twelve years' experience. Can furnish A1 references. Address Box 78, Oil Hill, Kansas.

WANTED—Position by young man 21 years old. Have had experience in grain office and elevator. Address 46F4, Grain Dealers Journal, Chicago, Illinois.

MANAGER with ten years' grain business experience wants connection with reliable grain firm. Prefer Western Nebraska or Eastern Colorado. Address E. T. Long, Deaver, Wyo.

TRACK BUYER wants position or would accept position as manager of some good country elevator. Position must be permanent. Salary or commission. Two years experience country buying. Address 46J27, Grain Dealers Journal,

WANT POSITION as manager of Farmers Elevator or Line House. Eight years with Farmers Co. Can handle side lines and keep the books. Can commence June or July first. Best of references. Address 46F31, Grain Dealers Journal, Chicago, Illinois.

EXPERIENCED grain man of eighteen years wants position as manager with Farmers Elevator or Line House. Middle age and married. Can handle side lines and keep the books. Good references. Prefer Iowa. Address 46H20, Grain Dealers Journal, Chicago, Illinois.

ELEVATOR MANAGER with several years experience desires position where energy and ability are appreciated. Can furnish the best of references. Prefer to handle grain and live stock, but can also handle other side lines. Address 46J26, Grain Dealers Journal, Chicago,

"OPPORTUNITY KNOCKS BUT ONCE." Read the "Business Opportunities" offered in this issue.

## SITUATION WANTED.

POSITION WANTED as manager of Farmers or Line Co. Elevator. 20 years experience in grain and milling business. References. Address 46H41, Grain Dealers Journal, Chicago, Ill.

WANTED—A permanent position as manager or foreman of Farmers Grain Elevator or Warehouse by June 15 or July 15. Married, 36. Have had eight years' experience in the grain business. Can give good references. Prefer Minn. Address 46J43, Grain Dealers Journal, Chicago.

WANTED by a first class repair and construction man—scales and gas engines a specialty—position where it will be a year around job. First class references. Fourteen years experience as superintendent of construction and repairing. Address 46K5, Grain Dealers Journal, Chicago, Illinois.

EXPERIENCED TRAFFIC, LUMBER & GRAIN Man wishes to secure a connection with some live and busy firm where there is an opportunity of working to the position of auditor. Am well acquainted with all phases of the business. Let me hear from YOU. Address 46E5, Grain Dealers Journal, Chicago, Ill.

COMPETENT ELEVATOR and grain man wants position as bookkeeper or manager for a well established Farmers Elevator or good Line House. Thirteen years' experience in the grain business, eight years with one firm. Good bookkeeper and mechanic. Furnish references and bond. Address Bookkeeper, 1411 Highland, Emporia, Kansas.

POSITION WANTED as superintendent of a terminal elevator with good grain firm. Would accept as assistant superintendent with good prospects for the future. Have had three years experience as assistant superintendent, twelve years as country buyer, and one year track buyer. Am married, age 39. Address 46K1, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as manager of Farmers Elevator or Line House. Over twenty years' experience in handling all kinds of grain, live stock, feed, flour, and fuel. Also understand the handling of produce. I prefer a place in Southern Kansas, Oklahoma, or Texas. Employed now, but can make change by June first. Best of references. Will come on trial. Address E. P. Lowe, Severance, Kans.

POSITION as manager with concern having a mill and elevator combined, or would accept position as manager of good elevator. Am young married man 32 years old. Have been in milling and grain business all my life. Anyone wanting a man in the above capacity, I can qualify and give the best of references. For the past five years I have managed a 125 bbl. mill and elevator combined; this plant has changed hands and the present owners will operate the plant themselves. Can come at once. Prefer Nebraska, Kansas or Colorado. Address 46K19, Grain Dealers Journal, Chicago.

## CAREY-IZED SALT—A BETTER SALT FOR EVERY PURPOSE



OMAHA NEB.  
No. 4. Grain Exchange

THE CAREY SALT CO.

Let us quote you on a car assortied  
to meet your requirements.

HUTCHINSON, KANS.  
No. 4. Carey Bldg.

# The GRAIN DEALERS JOURNAL

## BUSINESS OPPORTUNITIES.

**FOR SALE**—Well established Hay and Grain business—wholesale and retail. Have other business. Good opportunity for the right man. Address 46K27, Grain Dealers Journal, Chicago.

**FOR SALE**—Illinois Seed, Feed and Poultry Supply business. Clean stock and desirable location. Business has trebled in past three years. 1920 sales \$115,000. Address 46J25, Grain Dealers Journal, Chicago, Illinois.

**FOR SALE**—Board of Trade membership in good market and interests in good country stations bringing in a nice business, both cash and commission. This is offered because of sickness in family, necessitating change of location. Address 46J1, Grain Dealers Journal, Chicago, Illinois.

## OPPORTUNITIES WANTED.

**WANTED:** Position as manager of Farmers Elevator in Montana. Eighteen years experience. Can finance, give bond and best of reference; or will lease on bushel or cash basis. Address 46K28, Grain Dealers Journal, Chicago.

**SITUATION** as manager of country elevator wanted by middle aged man with twenty years experience in the grain business. Would be willing to buy a small interest; Indiana or Illinois preferred. Address 46K23, Grain Dealers Journal, Chicago, Illinois.

**IF YOU HAVE** an opening for an aggressive, well educated grain man in Indiana or Ohio, write me. Eleven years experience covering brokerage, track buying, terminal market and country elevator business. At present am member of a grain firm in the West. Want to locate farther east. Best references. Can invest some money in right proposition. Address 46K13, Grain Dealers Journal, Chicago.

## OFFICE APPLIANCES.

**SAFES**—Large stock of new and used safes on hand. Protect your valuable papers. Prices reasonable. The Howe Scale Co. of Ill., 512-514 St. Charles St., St. Louis, Mo.

**USED CHECKWRITING** Machines, wholesale, retail, all makes. Dealers and corporations needing one to fifty,—write me. R. B. Allen, 519 Farnham Building, Omaha, Nebraska.

**TWO DICTAPHONES**, shaver and complete equipment wanted. Must be of late design and in good condition. What have you? Address 46H28, Grain Dealers Journal, Chicago, Ill.

**TYPEWRITERS FOR SALE**—Rebuilt Underwoods, L. C. Smiths, Remingtons, etc., at greatly reduced prices, fully guaranteed. Also used adding machines, all leading makes. Also used Check Protectors. Get illustrated catalog and bargain lists. Minnesota Typewriter Exchange, Department G, 236 Fourth St., South, Minneapolis, Minnesota.

## KEEP POSTED

### GRAIN DEALERS JOURNAL

305 So. La Salle St., Chicago, Ill.

**Gentlemen:**—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator..... Post Office.....

..... bus. State.....

Use Universal Grain Code and Reduce our Tolls.

**MISCELLANEOUS WANTED.**  
**WANTED**—Baled Corn Husks or Shucks. The Hamilton Co., New Castle, Pa.

## BEANS FOR SALE.

1,000,000 LBS. TEAPARY BEANS packed 220 pounds to a bag, will sacrifice at \$3.00 per 100 pounds, delivered anywhere in U. S. A. in lots of 1,000 pounds. Send your orders quick before the stock is all gone.

JOS. WERNER,  
70 Pliny St., Hartford, Conn.

## FLOUR FOR SALE.

MIXED CARS of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop, Ohio Farm feed, shelled corn and standard oats in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

## SEEDS FOR SALE—WANTED

**MILLET SEED** in car lots for sale. Early Fortune, Hog, Common (golden) and Siberian. Reimer Smith Grain Company, Holyoke, Colo.

**FOR SALE**—Hungarian Millet. Bag lots \$2.50 per 100 lbs. Bags extra. F. O. B. Lowell, Ind. FARMERS ELEVATOR CO., Lowell, Indiana.

We Buy SEEDS We Sell  
J. G. PEPPARD SEED CO.  
Kansas City, Mo.

THE  
**ILLINOIS SEED CO.**  
CHICAGO, ILL.  
WE BUY AND SELL  
**Field Seeds**  
Ask for Prices  
Mail Samples for Bids

## Field and Grass Seed Trade Directory

### ARNHEM, HOLLAND.

Wm. E. Busgers & Co., European fancy natural gr. sds.

### ATCHISON, KANS.

Mangelsdorf Seed Co., The, wholesale seeds.

### BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale seed merchants.

### BUFFALO, N. Y.

Stanford Seed Co., Inc., The, wholesale field seeds. Whitney-Eckstein Seed Co., wholesale seeds.

### CHICAGO, ILL.

Dickinson Co., The Albert, seeds. Illinois Seed Co., The, grass and field seeds.

### CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

### CONCORDIA, KANS.

Bowman Bros. Seed Co., field seeds.

### CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds. Crawfordsville Seed Co., seed merchants.

### ELKHART, KANS.

Muncy & Carson, grain and seeds.

### KANSAS CITY, MO.

Peppard Seed Co., J. G., wholesale seeds.

### LOUISVILLE, KY.

Hardin, Hamilton & Lewman, grain & field seeds. Louisville Seed Co., clover & grasses.

### MERIDIAN, MISS.

Kimbrough Mitchell Seed Co., Southern seeds.

### MILWAUKEE, WIS.

Courteen Seed Co., field seeds. North American Seed Co., wholesale grass & field seeds.

### MINNEAPOLIS, MINN.

Dickinson Co., The Albert, seeds.

### NEW YORK, N. Y.

Julius Loewth, Inc., grass & field seeds. Nungesser-Dickinson Seed Co., wholesale seed merchants.

### OKLAHOMA CITY, OKLA.

State Seed Co., The, garden & field seeds.

### PHILADELPHIA, PA.

Philadelphia Seed Co., Inc., The, wholesale field seeds.

### ST. JOSEPH, MO.

Mitchellhill Seed Co., clover, grasses, sorghums.

### ST. LOUIS, MO.

Mangelsdorf, Ed. F. & Bro., wholesale field seeds.

### ST. PAUL, MINN.

Jameson Hevener Co., shippers of field seeds.

### TOLEDO, OHIO.

Churchill Grain & Seed Co., field seed, pop corn. Flower Co., The S. W., seed merchants. Hirsch, Henry, wholesale field seed. Toledo Field Seed Co., The, clover, timothy.

## HAY WANTED.

**SHIP YOUR HAY**  
to  
**ALBERT MILLER & CO.**  
192 N. Clark St. CHICAGO, ILL.  
Good Sales—Prompt Returns

SEEDS FOR SALE—WANTED

**The Mangelsdorf Seed Co.**  
Sweet Clover, Alfalfa,  
Soudan Grass, Millet, Rape.  
ATCHISON KANSAS

**WHITNEY-ECKSTEIN SEED CO.**  
Wholesale Seed Merchants  
BUFFALO, N. Y.  
CORRESPONDENCE INVITED

**Crabbs Reynolds Taylor Company**  
CRAWFORDSVILLE, INDIANA  
Buyers and Sellers  
CLOVER AND TIMOTHY SEED—GRAIN

**North American Seed Co.**  
WHOLESALE GRASS & FIELD SEEDS  
Milwaukee, Wisc.  
"THE HOUSE OF QUALITY"

**The J. M. McCullough's Sons Co.**  
BUYERS—SELLERS  
Field and Garden Seeds  
CINCINNATI - - OHIO

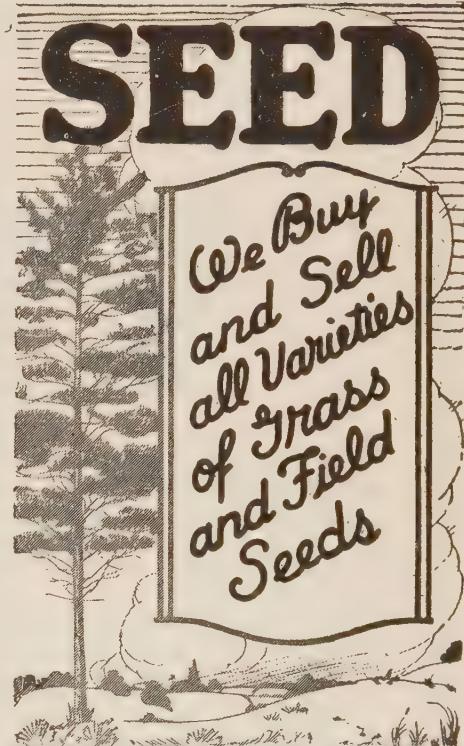
**The Stanford Seed Company, Inc.**  
Wholesale Field Seeds ... BUFFALO, N. Y.

**HENRY HIRSCH**  
WHOLESALE FIELD SEEDS  
CLOVER—ALSIKE—TIMOTHY—ALFALFA  
Our Specialty  
All Other Field Seeds  
TOLEDO - - OHIO

IMPORTERS EXPORTERS  
**GRASS and CLOVER SEED**  
Buyers and Sellers of Timothy, Red Clover,  
Alsike, Alfalfa, White Clover, etc.  
NUNGESSION DICKINSON SEED CO.  
New York, N. Y., U. S. A.

**HEADQUARTERS**  
on all  
Imported  
Clover  
Grass and Field  
SEEDS

Julius Loewith, Inc.  
150 Nassau Street New York, N. Y.  
(Formerly Loewith, Larsen & Co.)



**COURTEEN SEED CO.** Milwaukee, Wisconsin  
Clover, Timothy, Grass Seed  
Grain Bags

**The Toledo Field Seed Co.**  
Clover and Timothy Seed  
Consignments solicited. Send us your samples  
TOLEDO, OHIO

**Crawfordsville Seed Company**  
FIELD SEEDS  
Crawfordsville Indiana

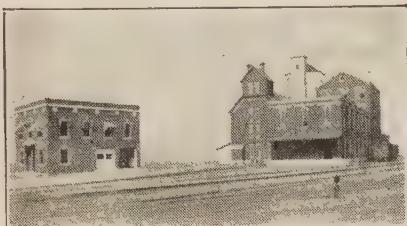
**The S. W. Flower Co.**  
WHOLESALE  
FIELD SEED  
MERCHANTS  
SPECIALTIES  
RED CLOVER, TIMOTHY  
ALSIKE  
TOLEDO  
OHIO

**LOUISVILLE SEED COMPANY**  
INCORPORATED  
LOUISVILLE, KY.  
Headquarters for  
RED TOP AND ORCHARD GRASS  
BUYERS AND SELLERS  
OF ALL VARIETIES FIELD SEEDS

**The Albert Dickinson Co.**  
MINNEAPOLIS CHICAGO

The GRAIN DEALERS JOURNAL is one of the fixtures of my office.—Fred H. Sears, mgr, Gund & Sears, Campbell, Neb.

COW PEAS	WE BUY—WE SELL	SOY BEANS
A-1 WESTERN SUDAN	\$2.65 per cwt.	
A-1 GERMAN MILLET	2.00 " "	
A-1 AMBER CANE	1.65 " "	
A-1 REIDS YELLOW DENT CORN	\$1.25 per bu.	
A-1 ST. CHARLES WHITE CORN	1.25 per bu.	
Subject to unsold. 10 bag lots or more. Bags included		
<b>AGRICULTURAL SEED CO.</b>		
A. W. Schisler, Pres. 102 Merchants Exchange		ST. LOUIS, MO.
If you are not getting our weekly price list, write		



Page Milling Co., North Topeka, Kan.

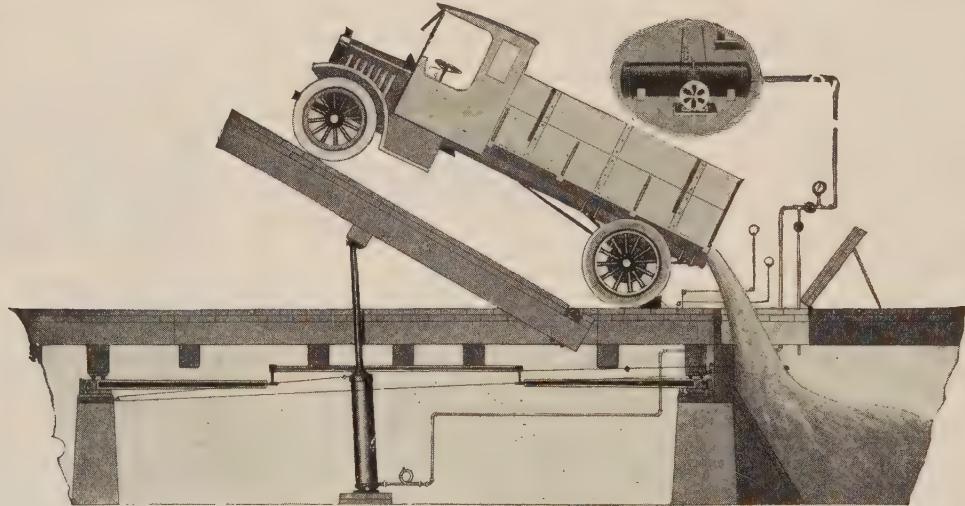


Akron Milling Co., Sioux City, Iowa

# Globe Combination Auto Truck & Wagon Dump

SIMPLE - RELIABLE - PRACTICAL  
(SPENCER PATENTS FEB. 1919)

## A REAL 100% EFFICIENT COMBINATION DUMP



The Globe Dump can be installed in any drive way and with or without scale.

On the one platform, with the WONDERFUL TILTING POWER CYLINDER, you can dump any type of grain hauling vehicle, easily, quickly and safely.

When you buy a dump you want one that fills EVERY requirement, and that is what you secure when you buy a Globe.

With the large crops due this season and the grain which is being held over, the elevator man is going to have to hustle when it begins to move.

Your profits this season will depend more upon volume than before, and a Globe Dump will aid in handling a larger volume of grain.

Not so much profit per bushel, but more profit per season and a Globe Dump on the job every day.

## NOT SOLD ON PRICE ALONE—BUT ON QUALITY and SERVICE

*Low Price means nothing to you if it also brings Low Quality*

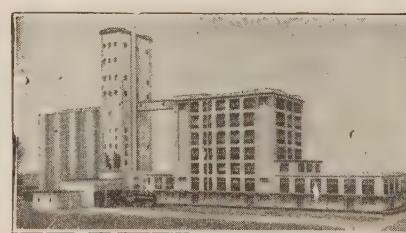
Maintaining our standard of quality and service we consider a duty to our customers and to ourselves.

Don't delay but write us today for blue prints, literature and prices.



Rea-Page Milling Co., Marshall, Mo.

Manufactured and Guaranteed by  
**Globe Machinery and Supply Co.**  
Des Moines, Iowa.

Great West Mill & Elevator Co.  
Amarillo, Texas

## GRAIN DEALERS JOURNAL

305 So. LaSalle Street, Chicago, Ill., U. S. A.  
Charles S. Clark, Manager

Published in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds, on the 10th and 25th of each month.

SUBSCRIPTION RATES to United States, semi-monthly, one year, cash with order, \$2.00; two years, \$3.60; three years, \$5.00; single copy, 15c.

To Foreign Countries within the Postal Union prepaid, one year, \$3.25; to Canada and Mexico, \$2.75.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, MAY 25, 1921

MOTOR VEHICLE competition is getting to be a large factor in railroad rate making, as the loss of this traffic compels a higher rate on what business the railroads are able to monopolize.

BACK PRESSURE on cleaner fans is sure to make the cleaner room a very dirty place and to prevent fans removing much dirt. When free outlets are provided for air currents dust will be blown out; otherwise it is just stirred up.

COUNTY agents who advise the pooling and storing of wool seem to be losing favor with the wool growers and it may be that some of the farmers will lose confidence in these wiseacres, who although employed as expert agriculturalists, persist in posing as marketing advisers.

THE PRESIDENT in his New York address May 23 well said that it is difficult for the government to give service at low cost because Government is not under the necessity to earn profits or to obey laws which regulate competition, which are the prime guarantees of efficiency and fair dealing in private business.

UNIFORMITY of grain trade rules thru out the land is nearer realization than ever. The ass'ns of Kansas, Oklahoma and Texas are about to adopt the National Ass'n rules and thereby reduce the opportunity for differences and disputes. Such action will simplify all trading with the Southwest and insure more harmonious relations.

TWENTY CENTS' margin on May wheat trades at Winnipeg now required by the directors indicates that they are looking for fireworks.

EVERY CITIZEN interested in the welfare of the nation owes it to himself to peruse carefully the able address of B. E. Clement before the Oklahoma Ass'n. It contains much philosophy that must soon become the common property of the saviors of this nation.

EVERYBODY now recognizes that transportation charges must be reduced before business can be revived, but the Railroad Wage Board is so slow it may think a reduction of ten per cent is enough to start the wheels of industry. Will some one please give the Board a jolt.

THE INDICTMENT of 13 individuals and two corporations before Federal Judge Landis recently on the charge of having defrauded farmers out of \$500,000 by a consumers' supply scheme will not deter the agitators active in certain buros and com'ites from accepting membership subscriptions. Their sale of memberships for a five-year period has a familiar sound. The trouble started when farmers complained that the organization failed to live up to its promises in any respect. Will any of them?

THE TELEGRAF LIABILITY decision by the Interstate Commerce Commission, published in full elsewhere in this number, imposing a new measure of liability on the wire companies, is only a step in the right direction. As the Commission says, the valued message is of no practical use, and one operator testified that in 18 years he had sent only 200 repeated messages. So far the decision amounts simply to an increase in the liability on the unrepeated message from the cost of sending, which may have been only 50 cents, to \$500, quite a benefit to the public.

BUYERS FROM TENANTS in North Dakota are put under an unfair burden by the decision of the Supreme Court of that state published in this number of the Journal, holding that the dealer is liable to the landlord for conversion altho the owner failed to record the lease and the grain dealer had no knowledge that the landlord held what was in effect a chattel mortgage. If any similar suit is prosecuted with an appeal to the United States Supreme Court a reversal may be expected in line with the dissenting opinion of one of the justices, also published, safeguarding the right of innocent buyers.

INSPECTION WITHOUT PERMISSION imposes no liability on the railroad company under the decision of the Missouri court published elsewhere in this number, except for damage to the grain, and opens the door to numerous rejections by crooked buyers before paying draft and getting possession of the B/L. This decision makes the clause in the B/L "Inspection of property not permitted unless permission is indorsed" worthless. The Interstate Commerce Act should be amended to validate this salutary clause in the B/L, as the shipper should have control over his property to allow or not to allow inspection as he sees fit.

GOVERNMENTAL meddling with business does not seem to delight the dealers of the Southwest, at least their discussions and resolutions of protest do not reflect much joy.

ONE NEBRASKA dealer got himself into a peck of trouble by taking out a license as a public warehouse to store grain for the farmers. The grain is spoiling and the farmers refuse to sell. Now he wants the state railroad commission to tell him what to do.

IF GRAIN shippers ass'ns persist in protesting to members of Congress, the Interstate Commerce Com'isn and the Railroad Labor Board transportation charges may soon come down. However 10 to 12% reduction will not satisfy the public. Freight rates must be reduced.

EVERYBODY recognizes that exorbitant freight and passenger rates are restricting business, but few persons are presenting their demands to the Interstate Commerce Commission for reductions. When every user of the railroads gets to pulling down, the rates will fall with a crash. Will you help?

THE REDUCTION by the Railway Labor Board announced yesterday of 10 to 15 per cent will not bring the relief expected if the roads must literally follow out the decision No. 119, commanding them to arrive at rules, working conditions and rates of pay by agreement with employees. Quite likely the employes will decline to "agree" in the hope that the Labor Board will be compelled to establish the rules, which probably would be national in scope and arbitrary in application, which is just what makes the present system so burdensome to the management.

CUSTODIAN rules of the Chicago Board of Trade and the Omaha Grain Exchange safeguarding the rights of the owners of grain sold on the trading floor until the buyer has actually paid for the grain represented by the documents entrusted to him were fully sustained in a decision of the Supreme Court of Nebraska Apr. 11 published elsewhere in this number of the Journal holding the banks responsible for ignoring the stamped notation on the B/L that a receipt was outstanding for the same document. This decision is gratifying to the members of the exchange who sought to safeguard the owner while according to the buyer all facility for prompt disposition.

TRUE STATESMANSHIP was exhibited by the Governor of New York on May 13 when he approved a law prohibiting monopoly by a combination between employes and employers such as the photo-engravers sought to establish, in his accompanying statement: "One of the great evils of the present day, in my judgment, is the tendency to create boards and commissions with the power to prescribe rules having the force of law either because of the moral compulsion back of such rules or because the standard is sufficiently prescribed so that the delegation of legislative power is constitutionally valid. Manifestly that evil will be magnified by the creation of extra-legal bodies to prescribe rules of conduct, or that substitutes personal government, government by discretion, for a government of law."

# The GRAIN DEALERS JOURNAL.

## "Manipulated Markets."

The radical agitator who seeks to wreck or restrict the grain exchanges, so he can handle a large volume of the farmers' grain on an iron clad pooling arrangement, has prattled so much about the "manipulated markets" that many well meaning citizens have come to think there is some foundation for the charge.

If they would but stop to reason a bit, they would appreciate that any exchange or public trading place which established rules more favorable to the buyers than the sellers or *vice versa* would soon disintegrate, because the dealers handicapped by discriminatory rules would quickly withdraw and leave the market to the favored ones. The exchanges have always striven to draft rules which would deal fairly with all traders: buyers and sellers, the weak and the strong. Contracts made on an exchange must be carried out, while those entered into elsewhere are frequently defaulted. Whenever the grain trade is driven from public exchanges, the grain business will fall into the hands of a few rich men, who will be able to manipulate the market with comparative ease.

Many times plunger have attempted to control the market. Occasionally they have influenced the market for a time, but in most cases they have suffered heavy losses. Old Hutch was successful in making short sellers pay his price for September wheat for a day, but no one blames him for taking advantage of the situation. He owned all the wheat in the public elevators and so warned the trade, yet the venturesome traders laughed at him and continued to bear the market by selling what they did not possess. The bull market was of short duration, but Hutch pulled out enough of the Bears' claws to teach them caution.

Joe Leiter tried for many months to emulate Old Hutch, but failed to get control of the supply. He paid high prices to the country trade and sold the same wheat to millers and exporters at greatly reduced prices. He did pull the market, but not successfully. The many millions he sunk in that wild deal have warned other bulls to beware. Had he conducted the same volume of trading outside the exchanges his success would have been more certain, because most of his moves could have been conducted secretly and without regulation.

It is perfectly natural that some daring speculator should now and then try to control or influence the market of some grain. If the traders were denied the privilege of backing up their views of values by trading in the pits to the full extent of their financial responsibility their knowledge of supply, demand and market conditions would cease to be a factor in making the market price.

All this talk about the mysterious "market manipulation" is pure buncombe. If such a thing existed the sufferers inside the membership would be the first to discover it and work for changes in rules which would quickly stop the practice. All trades in the pits are out in the open; each trade is recorded so everyone may know what is being done, and the man who fails to make good on his trades is immediately disbarred from further trading.

The world, including the grain trade, is striv-

ing earnestly to adjust its affairs to the new conditions which are changing with kaleidoscopic rapidity. The timorous traders were long since scared out of the market, and many others are being driven out by the false charges of the radical agitators and the hysterical efforts of our law makers to satisfy the demands of the selfish propagandists. No one has done more to depress the grain markets than these same agitators, for after driving out the speculators few dealers are left with nerve enough to risk the hazards of ownership, hence all grains are a drug on the market. Manufacturers and consumers are buying from hand to mouth. The volume of buying orders is so small that even the small stocks and receipts depress prices. The real market manipulators are Mr. Supply and Mr. Demand, and between the two, the grain market will always be controlled.

## Plunging by the Irresponsibles.

No one can speculate in options without depositing ample margins when he places his order to buy or sell and replenishes his margin as his first deposit is wiped out by the changing market, but any dealer in cash grain can buy or sell, as the whim possesses him, without limitation and without depositing or even possessing a cent to guarantee that he will accept or make delivery on his contracts. The Omaha market is the lone exception. There upon call either or both parties to a cash trade must deposit a margin with the Secretary of the Exchange.

In other markets plunger with much cheek and little to lose may enter the cash market on a large scale and recklessly speculate with other dealers' money. Shoe string merchants of this ilk are of no credit to themselves and much detriment to other dealers so lacking in caution as to trade with them.

The common practice of trading with Tom, Dick and Harry with no deposit of earnest money, makes the buying and selling of cash grain for distant delivery a very attractive field for sharpers like the fakers of Byron, Okla., whose trades are told of elsewhere in this number. They were ever willing to sell any grain if the delivery day was set far enough ahead to give them some chance of buying in at a lower price the grain sold. At least one central market dealer of the Southwest has also come to grief from plunging in the same manner recently. He was weak morally as well as financially and doubtless did not stop to consider the great injury he might do his best friends. He saw only the possible gain, plunged and injured others more than himself. Responsible friends believed him and extended credit to him far beyond his merit and all lost.

Repetitions of both disasters may be expected from time to time until traders confine their dealings to men of known responsibility or else require the deposit of guarantee funds in keeping with the hazards of each contract. Surely weak men of little capital can not be expected to reject the proffered credit when they have an equal chance of winning and recognize no opportunity of losing much. This Easy Money Avenue which may lead some to affluence should be closed to all irresponsible plunger.

## Arbitration Gaining Prestige.

Judged by the frequency which it is resorted to in the grain trade arbitration is far more popular than courts for the settlement of differences between grain dealers. Further progress demands that decisions of arbitrators conform to written law and trade rules, and the opening of the first trade court in the United States May 4 at Chicago marked the final step in giving arbitration the desired stability.

The judges of the municipal and superior courts have authorized the rules of procedure. Trade experts will decide questions of fact and give a decision on the merits of the case. Dissatisfied litigants will have the right to appeal on a point of law. Therefore there will be no inducement to a businessman to decline to arbitrate on the ground that he would win at law.

Altho this arbitration court has been established under the auspices of the Chicago Ass'n of Commerce, membership in that organization is not requisite to obtain arbitration in this court as it is open to all on a basis of moderate fees proportionate to the amount at stake.

At Indianapolis the Indianapolis Ass'n of Credit Men has likewise established a Court of Commercial Arbitration with a man having a knowledge of the grain business as reserve judge.

## The Confusion of Similar Names.

The similarity of names of corporations engaged in the grain business in many markets results in much confusion and worry for customers, mail carriers and telegraph operators. It would seem that the English language affords an ample supply of words which will clearly reflect the location and character of each company's business without sufficient similarity to confuse even the infrequent customer.

With a little study any corporation official can select a name of sufficient originality to differentiate it from all others and thereby greatly increase the chances of all mail and telegrams intended for it being properly addressed and delivered. The time of officials and employees would not be wasted in responding to personal and telephone calls intended for others. They would not be irritated by demands for the payment of bills incurred by others. The waste, effort and annoyance traceable direct to this similarity of names is of itself sufficient cause to justify a complete change of name. Few who have adopted names containing words used in the names of other corporations have expected to share in the goodwill of the established concern and it is to be doubted if any would long succeed in so profiting, but all would surely profit most by adopting names that will immediately dissipate all confusion in names. The word terminal, cereal, cooperative, equity, union and geographical names are duplicated so frequently as to reflect a paucity of ideas discrediting the users. A little originality in a name gives distinction to the firm using it, and free advertising to the business every time it is repeated. Do not hide your enterprise with a name that will lead even one-half your possible customers to credit your activities to a competitor.

## Buyer From Tenant Unprotected in North Dakota.

A decision thoroly bad from the standpoint of the grain dealer was given Mar. 17, 1921, by the Supreme Court of North Dakota in the action by the Merchants State Bank against the Sawyer Farmers Co-operative Ass'n for conversion of wheat.

The bank owned farms in Ward County and by written lease on the crop share plan had a crop of wheat grown in 1919 of which no division was ever made. The tenant hauled part of the crop to the elevator of defendant, who had no knowledge of the contract of lease, which at no time was recorded. The bank demanded the wheat but was refused by the elevator company. When suit was brot for conversion defendant elevator company contended that the provision in the contract reserving title to the crop was ineffective against it, for the reason the contract was not filed as a chattel mortgage.

**The court said:** Stipulations reserving title to all crops in the landlord until a division thereof have been the source of much litigation. Some courts have construed such stipulations as vesting actual and complete title in the landlord, and as precluding the tenant from having any interest whatever therein until after a division is made and certain grain set apart to the tenant. That was the view originally taken by this court. After due deliberation we determined that the view was erroneous, and that the tenant did have an equitable interest in the crops which he was producing even before a division. Those views we still entertain. We do not believe that it accords with the intention of the parties to construe such stipulation as vesting the actual and complete ownership to all the crops in the landlord, and as divesting the tenant of all interest therein until after an actual division has been made. Such construction ignores the very purpose and intention of the parties, and would enable the landlord to violate the rights of the tenant, and "would lead to the unconscionable result that prior to settlement and division the entire crop would be subject to a levy or execution against the landlord, to the exclusion of any rights or interest of the tenant therein."

On the other hand, if such contract is nothing but a chattel mortgage, then, of course, a subsequent mortgagee may limit the credit to be given under the contract and stop all future advances by giving the landlord actual notice of his mortgage; and in many cases this would quite effectively impede the carrying out of the contract. In such cases, the owner would be placed between the mortgagee, who gives him notice, and the cropper, who might have little, if any, further interest in the crop. The owner, in contracting with another to till land on the share plan, presumably takes into consideration the personal fitness and ability of the person with whom he contracts. The tenant undertakes himself to do certain things. Under our statute:

"The burden of an obligation may be transferred with the consent of the party entitled to its benefit, but not otherwise" (except as to covenants running with the land). Section 5782, C. L. 1913.

If the tenant is the absolute legal owner of the share of the crop stipulated to be turned over to him, even before the performance of the terms of the contract, then, of course, the stipulation reserving title in the landlord is virtually of no effect whatever, and will in no manner protect the rights of the landlord. If the tenant is the absolute legal owner, he may at any time mortgage and sell his share of the crop, and thereby transfer all the interest which the tenant has at the time he gives the mortgage or makes the sale, and the purchaser as mortgagee, by giving notice to the landlord, could in effect terminate and cut off rights which the contract had expressly reserved to him. The tenant in such cases might step out entirely, or be thrust aside by the mortgagee, or by the sheriff under a warrant of foreclosure, and the intention of the parties as to essential portions of the contract be wholly defeated. In effect the inducement of the contract would be destroyed, and a contract the parties never made would be substituted by judicial construction. Hence it seems clear to a majority of the court that it does not accord with the intention of the parties to construe such stipulation either as vesting the actual complete ownership of all crops in the landlord and as divesting the tenant of all interest therein, or as vesting in the tenant the legal ownership, subject, in fact and in law, to a mere chattel mortgage in favor of the landlord. Either situation is contrary to the intention of the contracting parties. As already stated, the parties have the right to make their own contracts. It is not for the courts to make contracts for them. The courts are alone concerned with ascertaining what the contract is, and, if lawful, then to enforce it in accord with the intention of the parties.

In so far as South Dakota is concerned, we have the situation that the Supreme Court of that state refused to follow the decisions of this court in *Bidgood v. Monarch Elevator Co.*, and *Herrmann v. Minnekota Elevator Co.*, in so far as they announced the doctrine that a lessee, under a lease containing a stipulation that the title to all crops raised shall be and remain in the lessor until certain acts are performed by the lessee and a division of the crop is made, has no mortgageable interest in the grain until after a division is made, but that it is adopted and recognized as correct the rule announced by this court in *McFadden v. Elevator Co.*, 18 N. D. 93, 118 N. W. 242, that the stipulation in a farm contract reserving title to the crops in the lessor did not in law constitute a chattel mortgage, so as to require the contract to be filed in order to render such stipulation effective against purchases or incumbrances claiming under the lessee.

In our opinion the conclusions thus reached by the South Dakota court were correct ones. They are in harmony with the views which we have expressed above. They give effect to the intention of the contracting parties, and recognize and enforce their rights in accordance with well-settled legal principles applicable to the relation of the parties and the provisions of their contract. We are of the opinion, and hold, that it was not necessary to file the contract involved in this case as a chattel mortgage in order to render effective, as against subsequent purchasers or incumbrances claiming under the lessee, the provision reserving title to all crops in the landlord. See *McFadden v. Elevator Co.*, 18 N. D. 93; *Dobbs v. Elevator Co.*, 25 S. D. 177; *Fox, Baum & Co. v. McKinney & Smith*, 9 Or. 493. See, also, *Consol. Land & Irr. Co. v. Hawley*, 7 S. D. 229.

Reversed and remanded, for further proceedings in conformity with this opinion.

By the foregoing decision the Supreme Court decided against the elevator company, which had won in the lower court.

**A dissenting opinion** was filed by Justice Grace, who said: In so far as the majority opinion affirms the decision in the case of *Minneapolis Iron Store Co. v. Branum*, 162 N. W. 543, I am in accord with it. That that case should be recognized as completely settling the law on the questions there involved is a matter about which there can be no controversy, in view of the fact that for a period of 25 years a large amount of litigation was continually carried on with reference to the matters and legal propositions which were finally settled in that case. We confidently believe that the decision in this case will be productive of as much litigation in the court as the *Angell v. Egger Case*, 6 N. D. 391.

It is not necessary here to enter into any extended discussion of that case, for it is fully discussed and analyzed in the case of *Minneapolis Iron Store Co. v. Branum*, *supra*. Where a farm is rented for a share of the crop, as, for instance, where the owner of the land leases it to another, the tenant, to farm and cultivate, and each to receive one-half, or a share, of the crop, the landlord and tenant are tenants in common of the crops raised by the tenant. *Minneapolis Iron Store Co. v. Branum*, 36 N. D. 381; *Smyth v. Tankersley*, 20 Ala. 212; *Knox v. Marshall*, 19 Cal. 617; *Riddle v. Dow*, 98 Iowa, 7; *DeMott v. Hagerman*, 8 Cow. (N. Y.) 220; 18 Am. Dec. 443; *Strangevay v. Eiseman*, 68 Minn. 399; *Anderson v. Liston*, 69 Minn. 82; *Avery v. Stewart*, 75 Minn. 106; *McNeal v. Rider*, 79 Minn. 153; *Adams v. State*, 87 Ala. 89; *Ponder v. Rhea*, 32 Ark. 435; *Tinsley v. Craige*, 54 Ark. 346; *Creel v. Kirkham*, 47 Ill. 344; *Taylor v. Bradley*, 39 N. Y. 129; *McLaughlin v. Salley*, 46 Mich. 219; *Rohrer v. Babcock*, 126 Cal. 222; *State, Edgar, Prosecutor v. Jewell*, 34 N. J. Law, 259; *Wilber v. Sisson*, 53 Barb. (N. Y.) 258. To the same effect, in principle, is *National Bank v. Elkins*, 37 S. D. 479.

Where the contract, as in this case, reserves the title to the crops in the landowner, and the right to take and hold enough of the tenant's share to repay advances, etc., that provision is nothing but a chattel mortgage, and, as such, to be valid against creditors of the tenant or subsequent purchasers without notice, it must be filed in the same manner as is required by our statute for the filing of a chattel mortgage. It must be considered that the landowner, by reason of that provision, does not have anything but a lien upon the tenant's share. That lien is a chattel mortgage lien, nothing else. But at least some of the members of this court contend that, under the statute requiring chattel mortgages to be filed, in order to be notice to subsequent purchasers, there is no provision made whereby the lease should be filed.

We contend that this is not a defect, for the clause in the lien is in reality a chattel mortgage, and should be filed as such, and this is the rule in Minnesota and several other states. In the case of *McNeal v. Rider*, 81 N. W. 830, where a provision in a lease similar to that here under consideration was before the court for construction it was directly held that provision was a chattel mortgage and was required to be filed in the same manner as a chattel mortgage. The court held that a lease containing a clause similar to the one under consideration in order to be effective as a lien against subsequent purchasers or incumbrances of the mortgagor, must be filed.—182 N. W. Rep. 263.

brancers of the mortgagor, must be filed.—182 N. W. Rep. 263.

## Suits on Grain Claims.

BY OWEN L. COON.

Few grain dealers realize the importance of a statute recently passed by the Illinois legislature pertaining to proof in court of shortage on grain shipments.

Under this statute, if the attorney for the grain shipper files, *at the time he starts his suit*, an affidavit as to the loading weight and another affidavit as to unloading weight, such affidavits being made by the person who has personal knowledge of such weight and containing certain allegations—such a procedure makes out a "prima facie" case as to grain shortage on behalf of the shipper without introducing any further evidence. In other words, if the two affidavits mentioned above are properly filed when the suit is started, *neither the plaintiff nor his weigher nor the weighmaster at destination has to appear in court when the case is tried*. All that has to be done is simply file the two affidavits when suit is started and then at the time of the trial show the market value of the grain that was lost, to get judgment.

Without such a statute, the grain shipper has to appear in court at the time of the trial together with his weigher at both the point of shipment and destination, or he has to go to the expense, trouble and work of getting such evidence in the form of depositions before a notary public at the places where such witnesses may be—before he can even be prepared to try his case. Under this statute, all is eliminated by the filing of two affidavits when the suit is started. A very simple process of getting a case ready for trial—is it not?

Of course, under the statute above mentioned, the railroad has the right to cross-examine the grain shipper and his weigher and the weighmaster at destination, by taking their deposition on either oral or written questions asked of such witnesses, and in such a manner attempt to show the incorrectness of either the loading or unloading weight. The burden however, rests on the defendant to get busy and take such action and cross-examine the grain shipper and his weighmaster wherever the railroad may find them and not on the grain shipper to go to the expense of taking such depositions in order to get ready to prove his case or be present in court at the time of the trial. This makes a lot of difference—the amount of which you may not fully appreciate.

The importance of the statute lies in the fact that it applies to shipments moving from one state to another; also shipments moving wholly within the State of Illinois; to shipments moving wholly in the State of Iowa and wholly in the State of Minnesota,—*where the suit is brought in Chicago or some point in Illinois. If the suit is brought outside of Chicago or Illinois, the benefit of such a statute is not obtained*. But a grain shipper in any state of the Union can gain the advantage of such a statute by bringing his grain shortage suits in Chicago or Illinois, if the railroad in question has a representative there as most of them do. And what is more—he does not even have to appear in Chicago at the trial of the case. Grain shippers everywhere should give real consideration to the advantage of such a statute. Grain associations should give their aid in getting similar statutes passed in all states.

DELEGATES to the Farmers National Grain Dealers Ass'n met at Fort Dodge, Ia., May 10.

BUSINESS FAILURES in April were reported by Bradstreets to have been 1,446; against 472 a year ago.

TWO EXPLOSIONS of chemicals wrecked the interior of the grain standardization laboratory of the U. S. Dept. of Agriculture at Washington May 20. No one was injured.

# The GRAIN DEALERS JOURNAL.

## Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### Legislation by Economic Idiots.

*Grain Dealers Journal:* We long since protested the vicious legislation purposed by Jeremiah Capper and his gang to destroy future trading which, speaking from a commercial standpoint, is the finest science known and the best friend the farmer has in the marketing of his grain.

We explained to Mr. Capper the great value of the futures as being the governing factor, the safety valve on the engine, the hands on the clock, the judgment of those who are willing to take the chance, thus enabling us to market our grain from the producer to the consumer on the smallest margin of any commodity known.

His reply to us was too silly for comment. He seems to have no conception of the simple fundamentals of economics whatever. All that he can do is to holler "gambler," which of course has no relation to the subject, so we conclude that the Supreme Court is our only hope as casting pearls before economic idiots is a lost mission. We did everything in our power to keep such a law off the statutes of Kansas and believe that we helped a little in the matter.

Trading in futures is inevitable and must exist if we are to have a market worthy of the name.—The Farmers Co-op. Grain & Live Stock Ass'n, Talmage, Kans.

### Suit on Clear Record Claims.

*Grain Dealers Journal:* We brot suit recently against the Louisville & Nashville Railroad Company on quite a number of "clear record" claims for loss of grain in transit. This suit presents a number of interesting questions of law. The suit was originally brought by the carrier to recover for underpayment of freight on a shipment of grain from Indianapolis, Ind., to Nashville, Tenn.

We set off against this action thru our attorneys, Reynolds & Peebles, a claim for loss of a thousand pounds of corn in transit, and joined with it a number of claims of like nature which had been declined by the L. & N. claim agent who assigned as his reason that his records showed that each shipment moved under original seals, and the inspection here showed that the seals reached here intact and no exceptions were noted at the time. The carrier attributed the loss in weight to difference in scales and natural shrinkage. We showed that the average natural shrinkage is 1/16 to 1/8 of 1% and that these shipments went forward during the month of March, the germinating period when frequently grain increases rather than decreases in weight. We further show that 750 to 1000 pounds was an unusual difference in scales. We take the position that the carrier received the amount of grain shown in the B/L, and that it was required to pay freight on that basis and that the carrier was an insurer of the delivery of the amount of grain shown in the B/L. Especially would this be true when freight was paid on that basis.

Heretofore, the shipper has accepted as final the action of the claim agent in declining payment of these "clear record" claims and the grain dealers here are interested in this litigation, and will likely carry this question to the Supreme Court for final action.—Nashville Grain & Feed Co., Nashville, Tenn.

[A counterclaim can not be made a defense when not arising out of the same transaction and it is an error in procedure to join other

claims of like nature on other cars in resisting payment of freight on certain other shipments.—Ed.]

### Agitators Costing the Farmer Millions.

*Grain Dealers Journal:* To entirely abolish speculation, especially in grain products, would in my opinion do great harm to especially the western grain grower, who from necessity is compelled to sell his products in the early part of the season for want of room and finances. I find that invariably when the farmer attempts to better his condition by holding his grain he is the loser, as he is not familiar with that part of the game and simply holds on without any protection.

We have at present stored in our local elevator over 2,000 bushels of flax, for which the farmer was offered \$4.50 and now can get only \$1.40; 30,000 oats, some 3 years, for which was offered from 65c to \$1.05, now 25c; 6,000 wheat, once \$2.00 and better, now \$1.00—all on account of the agitators that have been going among the farmers taking their \$10.00 membership and promising them better prices.

I cannot help repeating what I said to the Comitee in Congress last month when asked what could be done for the farmers: "Rid him of the agitator and promoter, the curse to the farming community, and give him a chance to do some real thinking for himself." This will do more to bring prosperity and contentment to our rural districts than anything else I know of. Every man must solve his own problems in his own way, as it is only too many are depending upon others to do this for them.

This reminds me of what a man said of his brother—a great agitator that was always looking for the government to take care of its subject. He said, "Father used to take us down to the creek and teach us to swim by putting his hand under our belly. He would hold us up and tell us to paddle, but Van would not paddle and never got over wanting to be held up, and died recently to be buried by relatives. Whether he is now continuing his agitations and Socialistic teachings in the other world I cannot say, as I fear Edison's wires melted before he got a connection."

It is this and similar elements that today are costing the farmer millions. The question is, are they going to continue to venture into untried, impractical theories conducted by men, their only assets being theories and willingness to relieve the farmer of his hard earned money without any risk to themselves. I hope not and shall continue to work as in the past for the farmers' best interests. My only and entire interest is farming, likewise all of my children. Therefore what benefits the farmer benefits us. My 16 children, 32 grandchildren, 2 great-grandchildren, all upon the farm, I believe entitled me to a place among the farmers.—Chas. Kenning, pres. the Farmers Grain Dealers Ass'n of Minnesota, Bird Island, Minn.

### Scale Inspection on Two Railroads.

*Grain Dealers Journal:* The Rock Island and the Union Pacific Railroads are rendering an unusual type of service to their grain shippers in the inspection of scales. For any new elevator operators on the Rock Island system that may not be acquainted with such service, it may be stated that such railroads are equipped to send a completely equipped scale inspection car to your station, and not only inspect your scale, but repair the same before leaving your station—thus avoiding delays and non use of scale while awaiting the arrival of new parts.

What is more—the charge for such service is less than actual cost due to the desire on the part of the railroads to keep country shipping scales in the best possible condition, thus obtaining more accurate weights and giving to both the railroad and shipper more correct information as to whether the grain in question was actually lost or whether it was not.

Grain shippers on the Rock Island can gain the benefit of such service by making such request of O. Maxey, general supervisor of weights, c/o Rock Island Railroad, West 71st and Stewart, Chicago, Ill.

If you are located in Kansas take the matter up with the Sec'y of your State Grain Ass'n, or if necessary, write to me and I will personally see to gaining for you the benefit of such service.

I am advised the Union Pacific is in a position to render the same service and is willing to do it.—Owen L. Coon, Chicago, Ill.

DEFLATION has thrown many upon the rocks. Lack of capital is the chief cause. Failures for April were 1,446 with liabilities of nearly \$50,000,000. This is the largest number in April in past twenty-eight years with exception of April 1915. The south has been hit the hardest. Southern failures were one-third of those of the entire country. Liabilities were largest in the northwest. This probably due to bank failures. The milling and baking business was up in front, 35 firms in these lines fell by the wayside. Clothing and millinery were the leaders, 63 having failed.—C. A. King & Co.

AS AN ENTERING WEDGE in establishing an agrarian party in the United States the American Farm Buro Federation has formed what it terms "An agricultural block" in the Senate, with Wm. S. Kenyon of Iowa as chairman and the following members: Arthur Capper, Kansas; Duncan U. Fletcher, Florida; Frank R. Gooding, Idaho; J. Thomas Heflin, Alabama; John B. Kendrick, Wyoming; Edwin F. Ladd, North Dakota; Robert M. LaFollette, Wisconsin; George W. Norris, Nebraska; Joseph E. Ransdell, Louisiana; Morris Sheppard, Texas; Ellison D. Smith, South Carolina. A subcomitee on proposals for more adequate warehousing and storage is composed of Norris, Nebraska; Ransdell, Louisiana, and Capper, Kansas.

## Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to *Grain Dealers Journal*, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

U. P. 12920 passed thru Herkimer, Kan., May 19, leaking wheat at end.—J. A. Howell, Marietta.

Erie 106950 passed thru Gerald, Ill., May 25, leaking corn.—H. C. Bear & Co., Penfield.

A. T. 24044 in train eastbound 3 p. m., May 23, at Cedar Point, Kan., leaking wheat badly at corner of car.—H. D. Haywood, p. o. Box 104.

M. P. 38492, shipped from Healy, Kans., passed thru Pendennis, May 21, leaking wheat badly between siding. Siding was renailed there by train crew.—V. B. Kvasnicka, Salina Produce Co.

C. B. & Q. 99763 passed thru Elmo, Mo., on May 10 leaking yellow corn badly at the bottom of siding close to the door post. This car was on an extra freight train moving east on the Wabash R. R.—Ed. M. Adkins Grain Co.

C. B. & Q. 102361 was in the yards at Chester, Neb., Apr. 23, in a leaking condition. Car was tagged from Belvidere to Kansas City. Railroad employees were notified.—Brown Lumber Co.

P. 535965 going east passed thru Remington, Ind., on Apr. 8, leaking oats badly at the side door.—Farmers Co-op. Co.

M. L. & T. 35231 leaking grain was repaired at Holdrege, Neb., on April 2.—Holdrege Equity Exchange.

## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Is Tile Better or Cement Concrete Best?

*Grain Dealers Journal:* Our company intends to build a fireproof elevator and we are divided as to the best material, concrete or tile. What are the comparative merits of these two materials as to permanence and dependability?—S. Kennedy, Jr., pres. Farmers Co-Operative Co., Clear Lake, Ia.

**Ans.:** The relative merits of these materials are fully set out on pages 764 and 765 of the Journal for May 10.

### Moving Grain Fifty Miles a Day?

*Grain Dealers Journal:* Is there any statute in the State of Kansas, Nebraska, or Missouri compelling railroads to move grain at least fifty miles a day?—W. R. Galbraith.

**Ans.:** Yes, there is such a statute in all three states, but in computing the time of 50 miles per day, an additional day is allowed at each transfer point or where cars are weighed in transit and the time usually starts at seven a. m. on the day following the acceptance of the car by the railroad. A nominal penalty varying from \$1 to \$5 a day can be collected in addition to actual damages. It should be remembered however, that such statutes can apply only on shipments that do not move outside of the state having such a statute.—Owen L. Coon.

### Claim on Destination Value?

*Grain Dealers Journal:* We filed a claim for the difference in the price at which a car was bought and the price the oats cost us on the day this car arrived, but the claim department has declined payment on the grounds that we should have filed claim for the difference in price for the car on the day it should have arrived and our contention is that the claim should be on the basis of market difference when the car arrived instead of the market difference when the car should have arrived, allowing a reasonable time or 7 days for delivery when it took almost 30 days for delivery.

If you have any decision bearing on this case will you please advise us.—Gwynn Bros. & Co., Huntington, W. Va.

**Ans.:** The carrier is liable for the difference in value between the time the shipment should have arrived and the time it actually did arrive. The contract price cuts no figure.

### Carrier Liable for Failure to Give Notice of Refusal?

*Grain Dealers Journal:* A certain less than carload shipment of flour arrived at a station having no agent. Consignee at station did not take delivery of the goods upon arrival. Agent that looked after this station never notified us as shippers that consignee had refused shipment. The first notice that we had of refusal of shipment was 13 days after arrival. In the meantime market declined very rapidly. On the 17th day after arrival of goods and three days after we were notified of the refusal of the goods, we forwarded the shipment to another station on the same line and sold it at a loss of approximately \$400.

The railroad company is attempting to collect storage charges and demurrage charges for the time that the goods were at destination and during which time we as shippers had no information that the goods were not delivered.

Is the railroad company not legally liable for the refund of the storage charges, the de-

murrage charges and the loss we sustained account of decline in the market?—J. A. Birmingham.

**Ans.:** Failure to give prompt notice of rejection of freight is negligence making the carrier liable for all damages naturally flowing therefrom, such as refund of demurrage and storage. The railroad company is liable for the decline in the market that took place between the time shipper could have disposed of the merchandise if promptly notified and the time he actually received notice.

### Time to File Claim?

*Grain Dealers Journal:* We have a claim returned from the railroad company covering loss of grain in transit, which claim is declined upon the grounds that same was not filed within six months from date of shipment as outlined on the back of the uniform B/L.

Our understanding is that there is an I. C. C. ruling covering claims for loss in transit and overcharges on grain which allows the shipper a period of two years in which to file claim. Will you kindly advise us whether claims can be collected if filed at any time after six months from date of shipment.—Lost Spring Co-Operative Ass'n, W. C. Vandergrift, Sec'y, Lost Spring, Wyo.

**Ans.:** A claim for shortage must be filed in 6 months, or shipper loses all rights. If filed within 6 months and declined the shipper has 6 months after declination in writing, to start suit.

### Start Suit on Claim.

*Grain Dealers Journal:* How can we collect our claim of the T. St. L. & W. R. R.? A car of corn was heated and of less value on account of delay in transit. We made out claim against them Sept. 21, 1920. We received a card with claim number on it Sept. 28. We wrote them several times. Then they would promise they would settle it in a week or so.

We would be very thankful for any advice you can give us as this is our first claim we had.—Landdeck Elevator Co., Delphos, O.

**Ans.:** Not having been declined in writing this claim is good.

The only way to force payment of a claim that the railroad company is dilatory in settling is to start suit.

### Heating Properties of Natural and Dried Corn?

*Grain Dealers Journal:* We would like to have your opinion on the relative heating properties of natural No. 2 yellow corn and No. 2 K. D. yellow corn. The undersigned is of the opinion that K. D. corn will not heat as soon or as rapidly as natural corn, but has been informed by grain men of a good many years' experience that one will heat just as quickly as the other.—J. Bolgiano Seed Co., Baltimore, Md.

**Ans.:** Kiln dried corn will not heat any sooner than natural corn, but it is not safe to make any such general statement, because each sample must be considered on its own merits, for the following several reasons:

K. D. corn sometimes is dried down from a high moisture content and breaks up so much in handling that the broken pieces lead to heating.

Perfectly sound natural corn containing much moisture and apparently likely to heat very soon will not heat, for the reason that it was matured and deterioration had not commenced.

A somewhat similar sample of corn, apparently in good condition, may, however, really have started to deteriorate and can be depended upon to heat sooner or later.

This was made the subject of many tests by the Commissioner of Agriculture of one of the southern states several years ago, who got out a pamphlet on the degree of acidity in corn as the determining factor in keeping quality, which acidity simply means that a degree of sourness has already started which was not apparent to ordinary observation but revealed itself by chemical test.

Corn is not actually kiln dried in going thru a commercial drier. The purpose of the process is to extract moisture without in any other way overheating or destroying the natural qualities of the grain. It is not kiln dried in the sense that malt and cornmeal are highly heated.

### Grain Dealers of the West to Meet at Denver.

The Denver Grain Exchange Ass'n is promoting a big convention of grain dealers of Utah, Idaho, Wyoming, Colorado, New Mexico, Western Nebraska and Western Kansas to be held at Denver, Colo., June 30 to July 1.

### G. D. N. A. to Meet Oct. 3, 4 and 5.

The dates for the twenty-fifth annual convention of the Grain Dealers National Ass'n have been changed from October 10, 11 and 12 to October 3, 4 and 5.

The Sherman Hotel has been selected by the Board of Directors of the Ass'n as convention headquarters.

The convention will, therefore, be held at the Sherman Hotel, Chicago, Ill., on Monday, Tuesday and Wednesday, October 3, 4 and 5, 1921.

The change in the dates was made necessary because of the impossibility of securing proper hotel accommodations in Chicago on October 10, 11 and 12, the dates first selected.—Chas. Quinn, sec'y.

### Coming Conventions.

Every merchant owes some of his time to the upbuilding of the business in which he is engaged. By raising the grain trade to a higher plane, much waste is eliminated, efficiency is increased and profits are made more certain.

June 20, '21. Southern Seedsmen's Ass'n at Memphis, Tenn.

June 20, 21. Wholesale Grass Seed Dealers Ass'n, St. Louis, Mo.

June 22, 23—Ohio Grain Dealers Ass'n at Toledo, O.

June 22, 23, 24. Tri State Country Grain Shippers Ass'n, Minneapolis, Minn.

June 22, 23, 24. American Seed Trade Ass'n, St. Louis, Mo.

June 30, July 1. "Grain Dealers of the West" at Denver, Colo.

Aug. 23, 24. National Hay Ass'n at Chicago, Ill.

Aug. 26. The Michigan Hay & Grain Ass'n at Detroit, Mich.

Oct. 3, 4, 5. Grain Dealers National Ass'n at Chicago, Ill.

Passenger agents of the western carriers in convention at Chicago, Ill., recently decided that concessions from the regular fare would be made for any organized movement of more than 350. It is probable that more such reductions will be made.

THE PEASANTS of Russia have thus far failed to respond to the appeal of the Bolshevik government to sow grain to enrich this year's harvest. The soviet authorities are beginning to take a gloomy view of the prospects for next winter.

LEIPSIC, GERMANY.—According to a statement of the Deutsche Landwirtschafts-Gesellschaft (Official Ass'n of German Agriculturists) lately issued the weather has been favorable for cultivation work this year. But the dry weather during March and April did not further the growth of the plants. The dryness this year is the more injurious as the soil keeps but little moisture owing to the very few snowfalls during the winter. Wholly 75% of the official experts consider the rainfall as being insufficient, whereas only 14% furnished such unfavorable statement last year; 87% of the expert report that all spring grains are cultivated. The winter seeds are in good condition but warm weather and rain are urgently wanted for the development of the young seedlings. All feeding plants are in especially good conditions. The acreage of sugar beets has been increased largely compared with 1920. Also potatoes are planted to a far greater extent as last year. Cultivation work has in no case been disturbed by strike.—S.

# The GRAIN DEALERS JOURNAL.

## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

### COLORADO.

Otis Colo., May 19.—Wheat is looking fine just now.—L. O. Ruyle, mgr. Farmers Elvtr. & Supply Co.

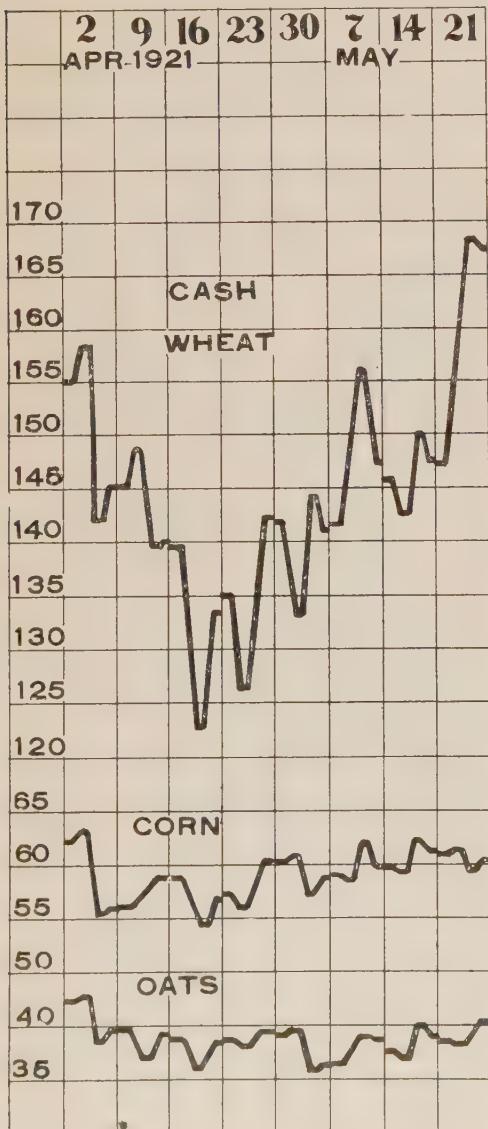
### ILLINOIS.

Verona, Ill., May 18.—Farmers are practically thru planting.—Wm. T. Kasten, mgr. Farmers Elvtr. Co.

Ohlman, Ill.—Wheat is heading and in excellent condition. About 50% of the ears look good, other 50% spotted. Corn crop will be nearly planted by May 25, could use good shower now. Bugs are reported numerous.—M. I. Virden, mgr. Ohlman Co-op. Co.

### Cash Wheat, Corn and Oats Fluctuations from March 28 to May 21.

Opening, high, low and closing average prices of No. 2 red winter wheat, No. 2 mixed corn and No. 2 white oats at Chicago each week are given on the chart herewith. The daily average is used in charting; actual prices were made each week a few cents above or below the extreme charted.



Springfield, Ill., May 18.—Week too cool generally, and too dry in the northern and central divisions for the rapid growth of grains and grasses, but conditions excellent for planting corn and work is well along. Planting greatly delayed in the southern counties by wet weather. Corn up in places as far north as La Harpe. Winter wheat heading in the central and southern areas; some rust in the south. Oats thin in many fields.—Clarence J. Root, Meteorologist, Ill. Dept. of Agri.

Springfield, Ill., May 21.—Conditions for the planting of corn have been excellent in northern and central districts; work is well along; is up generally as far north as Hancock county on the west and Vermilion county on the east; has a good stand in southern areas and has been growing well the last few days of hot weather. Winter wheat is heading in southern and some south central areas. It needs more moisture in all sections. Color is poor at many points in the southern two-thirds of State and some rust is reported from southern localities. Condition not fully kept up since the first of the month and crop seems slightly on the downward grade just at present. Spring wheat, barley and rye all in good condition but need rain. Making good growth and stooling well. Condition oats only fair. Stand thin and color poor in southern and central counties. Rain is needed.—S. D. Fessenden, Agri. Statistician.

Chicago, Ill., May 21.—In the upper Mississippi River basin states, including Ill., Ind., O., Mich., Wis., Ia., Mo., Kan., Neb., Minn. and N. D. and S. D., the following general conditions seem to prevail: Oats is generally fair thruout; some damaged by frost in Missouri and Minnesota. Missouri reports some oats excellent. Wheat ranges from fair to very good; wheat injured to some extent by wet weather in Missouri, and frozen in N. D. Not much flax sown in the states of N. Dakota, S. Dakota and Minnesota. Rye where grown is good. Corn is just being planted in well prepared soil. The section taken as a whole shows that planting also has been delayed by cold wet weather. A probability that the corn acreage in N. Dakota and Montana will be increased, while these states rarely make a corn crop that matures, the fodder is so valuable that it pays well to grow it. Rye, as a rule, in good condition. The weather as a whole, the last few days of the week more favorable to crop development, and as soon as the nights warm up a little a large amount of corn will be put into the ground thruout this entire region.—F. Baackes, vice-pres. and gen. sales agt., American Steel & Wire Co.

### INDIANA.

South Bend, Ind., May 18.—Corn planting started in county, and altho somewhat late, there is plenty of time for the crop to mature. Because of a lack of rain oats have suffered somewhat.—C.

Jeffersonville, Ind., May 18.—Late and heavy rains put farmers in all parts of Clarke county weeks behind with work. Spring plowing is behind; little corn has been planted. Cold weather delayed and seriously injured grass, oats, wheat and other crops.—C.

Newport, Ind., May 5.—Wheat up looking very good; many light spots in field; damaged by cold weather in spring. We look for much off grade wheat. Oats up and looking good; corn all planted and what is up, looks well but acreage is light.—D. S. Williams, agt. National Elvtrs. here.

Seymour, Ind., May 18.—Continued rains delayed corn plowing in county and acreage will be considerably smaller than last year. Many have not yet broken corn ground and the soil is too wet to be plowed for several days. Some wheat is showing the effect of wet weather, altho most of the fields in this locality are in fine condition.—C.

Petersburg, Ind., May 18.—Owing to the lateness of the season considerable land in Pike county will lay idle. Many farmers can not pay high prices for farm labor and sell corn at 40 and 50c a bu. and wheat at \$1.30 a bu. Many only tending land they can handle with their immediate family help and renting their surplus land to tenants. More land offered for rent than there are tenants. Flowing for corn is 2 weeks late now and much of the land in the lower White river bottoms can not be planted before June 1. Rye heading and wheat will be ready for cutting first week in June. Oats have a good stand and fair acreage planted.—C.

Messick, Ind., May 18.—Wheat fairly good around here.—P. W. Millikan Co.

### IOWA.

Shenandoah, Ia., May 17.—Some of corn in this section is big enough for plowing; some oats replanted.—Howard Foster, mgr. Farmers Co-op. Exchange.

Inwood, Ia., May 16.—Weather ideal for small grain; very good stand both of barley and oats. Corn planting will be finished this week.—Klein Bros. Grain Co.

Coon Rapids, Ia., May 10.—Corn planting well under way. Oats looking better but do not look for large yield as they are thin.—P. D. Wood, mgr. Coon Rapids Grain Co.

Hamburg, Ia., May 18.—A few farmers in this section seeding down more land than in other years. Wheat acreage probably decreased 10% while corn acreage will remain about the same.—F. J. Sullivan.

Ottumwa, Ia., May 17.—Oats looking a lot better, need warmer weather; are thin in many fields where not replanted; majority of fields seem to be stooling well. Many did not replant because of the good stand of clover that had come up with the oats.—U. G. Scott, Spry Bros. Grain Co.

Des Moines, Ia., May 17.—Heavy rains in the east and south portions of the state delayed corn planting and preparation therefor, but aside from this, these rains were generally beneficial. Corn planting 90% completed in several north central and northwest counties and as little as 15% in some south central counties. A belt of relatively late planting extends from southwest to northeast across the State, nearly coinciding with the belt of heavy snow in the storm of April 15-16. For the state as a whole, 58% of the corn planting is done as compared with 36% on the 15th last year and 40% the year before. Corn cultivating has begun in Pocahontas County and the rows are beginning to show in Woodbury. Oats looking well over most of the north half of state but in south half stand is thin and patchy, plants are not stooling well and in some localities are yellow, due to freezing and wet soil.—Charles D. Reed, Meteorologist and Director, Iowa Dept. of Agri.

### KANSAS.

Augusta, Kan., May 5.—There is nothing wrong with the wheat thru here so far as I can see.—J. C. Mannion.

Greenburg (Joy Sta.), Kan., May 19.—Prospects for wheat crop fine in this section; need some rain.—Security Elvtr. Co.

Topeka, Kan., May 15.—Winter wheat declined 9.4 points in condition during last month, average for state is 77.4%. Abandoned acreage has increased from 6.6% in April to 8.1% leaving for harvest 9,092,000 acres, with a prospective yield of approximately 115,300,000 bus., or 12.68 bus. per acre. With few exceptions weather has been too dry in western two-thirds of state, and too wet in the eastern part, where the ground was packed by heavy rains. Precipitation is needed here to soften the surface soil, and elsewhere to supply moisture that is overdue. Taken as a whole the present outlook is not viewed with optimism by the large majority of correspondents. It is no unusual thing for prospects to vary widely in the same localities. The better acre-yields are promised in the northern three-fourths of the eastern third of the state, an area outside the so-called wheat belt, with Chase, Lyon, and Riley counties each indicating 19 bushels to the acre, the highest. Spring Wheat. Last year's spring wheat for the state aggregated under 20,000 acres and was mostly in a half-dozen northwestern counties. The indications are that about the same acreage was planted this year. The condition of the crop averages 82.5. About 4,654,000 acres will be planted to corn, or 9.4% less than in 1920. Two-thirds of the probable acreage has been planted. The weather has been too cold generally for corn and too wet. Naturally growth has been backward, and in many counties very little corn is as yet showing thru the ground. In some localities considerable replanting has been or is being done. The general average condition of the growing corn is given as 78.2, as compared to 86.9 last year in May, 84.9 two years ago, and 83.2 in 1918. Oats average condition on the 2,112,730 acres probably sown, is 72.9%, a decline in the month of 2.3 points. The prospect for oats is not bright. Barley on the 747,000 acres estimated as sown has a condition rated at 73.5, a falling off of 2.4 points since April 16.—State Board of Agri.

Victoria, Kan., May 14.—About 55% of wheat in Ellis County blown out; balance good.—Anthony Kuhn, mgr. Farmers Co-op. Union.

Palco, Kan., May 18.—Wheat does not look so well as it did some 3 weeks ago but still promises a crop. Some of it is beginning to show a few heads.—C. E. Robinson Elvtr. Co., H. E. Sharpe.

Healy, Kan., May 23.—Prospect for winter wheat not very good unless there is rain in the near future we will not raise much of crop. Corn, milo and cane seed crop stands chance to make good, but is too early to tell.—Sharp Grain Co.

Healy, Kan.—Dry winds blowing now for 10 days; growing crops badly in need of moisture all the way from Scott City to Utica. Some fields of wheat so damaged now that even with a rain soon they will not make over 5 to 8 bus. to the acre.—V. B. Kvasnicka, Salina Produce Co.

#### MINNESOTA.

Minneapolis, Minn., May 18.—Outlook for grain in Northwest very promising. Seeding done under favorable conditions. Season early and ground preparation considerable above the average. Fine spring rains and cold weather have allowed the grain to develop strong roots. Most of the wheat, barley and oats seeded are above ground and show a healthy stand. Seeding of barley and oats continues in Northern districts, as it has been delayed because of wet and cold weather. Corn planting under way in South Dakota and Minnesota. Weather too cold for early planted corn. Is making slow headway.—The Van Dusen-Harrington Co.

#### MISSOURI.

Dunlap, Mo., May 24.—Wheat is about a foot high, looks good but needs rain. Oats are spotted on account of the freezes but have a fair stand. Corn planting is about half completed. None is above the ground yet.—Stanley Walker.

Jefferson City, Mo., May 11.—Condition of wheat on May 1 91% on 2,764,000 acres, indicating a yield of 15.29 bus. per acre or 42,262,000 bus. May 1, 1920, condition was 75%, yield 12.5 bus. per acre or a total of 32,500,000 bus. last fall 2,820,000 acres were seeded to winter wheat and abandonment has been about 2% against 9% last year on a decreased acreage in 1920. Wheat not recovered fully from spring freezes. In many places the crop looks brown and dead blades are much in evidence. Crop also looks thin in many sections. April-May weather has not been favorable, and the condition is slightly lower than a month ago. "Green-bugs" largely destroyed by pelting rains and hail in the Southwest, where they were worst, but are still present in Pettis, Phelps, St. Louis and Darton Counties. Chinch bugs have been flying in various places, particularly in Henry, Osage, Callaway, Perry, Montgomery and Jefferson Counties. Hessian fly, of which there was a considerable supply last fall, have already appeared in Phelps, Osage, Moniteau, Howard, Callaway, Montgomery, Stone and Jackson Counties. Missouri rye condition 90%, indicating a yield of 13% bus. per acre, on 45,000 acres, or 519,000 bus. total against 750,000 last year and 12 bus. per acre. Rye is promising in all sections of the state. Oats condition is 77% against 80% for 1920. Early freezes

caused re-seeding of 25 to 75% of the crop in northern third and western portions of the state. Had poor start, growing very slowly; in many places thin and uneven. A small part will be put to corn or planted in other crops. Acreage may not be so large as expected earlier. Everywhere drilled oats stood freezes best and appear much better. Spring plowing has been at a standstill during the past month, but is 68% completed against 45% last year, and 65% for 10-year average. Spring planting is 52% completed, against 43% last year and 51% for the 10-year average. Spring work advanced but 7 points toward completion in April. Land for corn planting ready as soon as weather permits but rains have packed the soil badly and conditioning again may be necessary in many fields. Corn planting before recent rains may result in much re-planting in southern half of state.—E. A. Logan and Jewell Mayes, Board of Agri.

#### MONTANA.

Missoula, Mont., May 12.—Crop conditions look very favorable and acreage is practically same as last year.—J. B. Clark, mgr. grain dept., Missoula Merc. Co.

Minneapolis, Minn., May 18.—Late reports on general crop conditions in Montana show big improvement over two or three weeks ago. Recent rains have been of great benefit to the dry districts. On several occasions during the past week there were hard freezes throughout the Northwest. Wheat not affected but barley and oats in some places have been frozen. Small damage has been done to the grain crops.—Van Dusen Harrington Co.

#### NEBRASKA.

Emerson, Neb., May 16.—Ground in splendid condition for planting altho a little cool. Corn planting order of the day. Farmers well up with work.—I. A. Olmstead, agt. Crowell Lbr. & Grain Co.

#### NEW MEXICO.

Clovis, N. M., May 6.—Wheat needing rain; badly damaged now and will have a poor crop if we don't get rain in 10 days at the very least.—Cramer Mill & Elvtr. Co.

#### NORTH DAKOTA.

Alfred, N. D., May 12.—Farmers about thru seeding; 75% of wheat seeded in durum. Barley and oats about the same as last year but flax will be only 50%. Weather has been cold and wet all spring. We need warm weather now.—Frank Boldt, mgr. Alfred Elvtr. Co.

#### OHIO.

New Madison, O., May 17.—Corn planting started very late but progressing nicely now. Wheat outlook fair; oats late but look well.—J. F. Royer, mgr. New Madison Grain Co.

#### OKLAHOMA.

Woodward, Okla., May 8.—Wheat needs rain.—L. O. Street.

Gage, Okla., May 6.—Rain needed badly; wheat not looking good thru here.—James Grain Co.

Capron, Okla., May 16.—Our wheat crop looking fine.—C. Swinehart, mgr. Alva Roller Mills Co.

Shattuck, Okla., May 10.—We need rain badly; about one-third crop gone now; too dry.—Ingle Bros.

#### Daily Closing Prices.

The daily closing prices of wheat, corn and oats for July delivery at the following markets for the past two weeks have been as follows:

##### JULY WHEAT.

	May 12.	May 13.	May 14.	May 16.	May 17.	May 18.	May 19.	May 20.	May 21.	May 23.	May 24.
Chicago	115	115 1/4	115 1/4	115 1/4	115 1/4	118 1/4	119 1/4	123 1/4	123 1/4	127 1/4	134 1/4
Minneapolis	121	121 1/8	121	120 1/8	121 1/8	123 1/8	125 1/4	128 1/2	132 1/2	132 1/2	136 1/2
St. Louis	114 1/4	115	114	114 1/4	114	116 1/4	116 1/4	118 1/4	122 1/2	126 1/2	126 1/2
Kansas City	108	109 1/8	108 1/8	109 1/8	109 1/8	111 1/8	113	117 1/2	121 1/2	121 1/2	128 1/2
Winnipeg	144 1/4	146 1/4	144 1/4	149 1/4	150	153 1/4	160 1/4	164	166	166	166
Duluth	133 1/2	134 1/4	133 1/2	134	133 1/2	135 1/2	138	141 1/2	146 1/4	147	152
Milwaukee	115	115 1/2	115 1/2	115 1/2	115 1/2	118 1/2	119 1/2	124	127 1/2	127 1/2	134 1/2
Toledo	121	122	121	121	121	124 1/2	125 1/2	130	134	134 1/2	140 1/2

##### JULY OATS.

Chicago	39 1/2	39 1/4	39 1/4	38 7/8	38 1/4	39	38 1/8	38 1/8	41 1/8	40 1/8	43 1/8
Kansas City	38 1/2	39 1/4	38 1/8	38 1/8	38	38	37 1/4	38	39 1/8	...	...
St. Louis	40 1/2	41 1/4	40	40 1/4	39 1/2	39 3/8	38 1/2	39 1/2	41 1/4	40 1/4	40 1/4
Minneapolis	34 1/2	34 1/2	34	34	33 5/8	34 1/4	33 1/8	34 1/4	36 7/8	36	38 1/2
Milwaukee	39 1/2	39 1/4	39 1/4	38 7/8	38 1/8	39	38 1/8	38 1/8	41 1/8	40 1/8	43 1/4
Winnipeg	44 1/4	44 1/2	44	44	43 1/8	45 1/4	44 1/8	45%	47 1/8	46 1/4	...

##### JULY CORN.

Chicago	63	63 1/4	62 1/2	61 1/2	60 7/8	61 1/8	60 1/2	60 1/2	61 1/8	61 1/8	64 1/8
Kansas City	55 1/2	56 1/2	55	54 1/4	54 1/2	53 1/2	54	55 1/2	55 1/2	55 1/2	57 1/2
St. Louis	61 1/4	61 1/2	60 1/2	59 5/8	60 1/2	59 1/2	59 1/2	61	60 1/2	63 1/2	64 1/2
Milwaukee	63	63 1/4	64 1/2	61	61 1/8	60 1/2	60 1/2	61 1/2	61 1/2	61 1/2	64 1/2

Gage, Okla., May 6.—About 30% of wheat gone; dry weather burning wheat up.—Farmers Co-op. Ass'n.

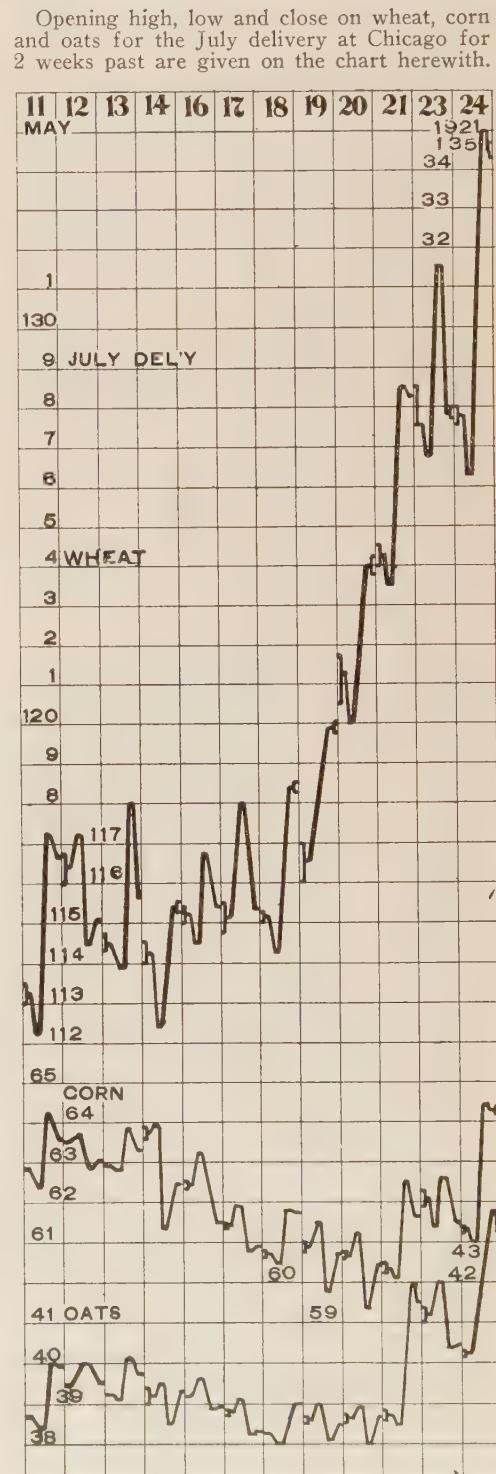
Waynoka, Okla., May 12.—A little damage to wheat from red rust; growth may be too rank.—J. O. Bought.

Cheyenne, Okla., May 16.—Crops look good; had a good rain on the 15th.—S. A. Steere, agt. Lawton Grain Co.

Alva, Okla., May 12.—Wheat good thru here; rain within the next week would cause a bumper crop.—F. D. Crowell.

Shattuck, Okla., May 8.—Rain badly needed all thru this section; wheat badly burned; in many areas large portion gone.—G.

## Chicago Futures





# Co-operative Marketing and the Buro of Markets

[An Address by B. E. Clement, Waco, Tex., President Grain Dealers' National Ass'n, Before Oklahoma Grain Dealers' Ass'n]

The message I would deliver is not for your ears alone. It is not alone for grain dealers; it is for American citizens, whatever their occupation, their predilections, their hopes or purposes.

The great world war, as terrible, as devastating, as bloody as it was, wrought worse than the destruction of life, more far reaching than the toppling of thrones, the changing of the world's map, the segregation of races, the precipitation of bolshevism or the piling up of stupendous national obligations. It impaired the mental and moral equilibrium of man. The orgies of blood in France destroyed the French sense of fairness and fitness of things so that they, whose sufferings from the frightfulness of a conscienceless enemy evoked the sympathy and assistance of the world, would now destroy that enemy as certainly, though not so frightfully, as she was herself being destroyed.

The orgies of irresponsible and unbridled power of Trotsky and his ilk in Russia have destroyed all semblance of individual and property rights and plunged that nation into the maelstrom of socialism that knows no restraints of law, that has suspended all the guarantees of the social order and social justice, that has mationalized woman, a doctrine as damning to the living as eternal hell to the dead.

This world-wide disorder has manifested itself in Great Britain through the great miners' strike, whose actions are so radical, so uncompromising that in an effort to extort unreasonable concessions they would destroy their own nation and themselves with it. And here at home we find, unhappily, this disorder manifesting itself both in the high and the low, the weak and the powerful, the good and the bad. This mental and moral inequilibrium manifests itself here more through class effort than any other force. In France, though extenuating circumstances mitigate the censure, this disorder manifests itself in an exhibition of malevolent force against the enemy whose utter defeat renders him defenseless.

In Russia the disorder manifests itself through the cowardice and the ignorance of a nation whose centuries of suffering under an autocracy rendered the people fit subjects for a despotism more absolute, more degrading, more entralling than any power exercised in all the world's history.

The class effort being made in Great Britain by labor and in America by the farmers is but a manifestation of the disorder that has seized the world. No one seems to be satisfied. Discontent pervades all the avenues of life. The exactions of government have been so universal and so persistent that mankind is reciprocating with extraordinary demands upon the government.

These organized demands upon the government take no account of its limitations. In fact, they would destroy its limitations in so far as it might be prevailed upon to exercise its power in behalf of the class appealing to it. Coinciding with and closely related thereto, is the disposition of public men to encourage the belief that the government has the power and authority to legislate, to equalize and ameliorate all the conditions of men.

What we need today is to understand that the palladium of our liberties is the Constitution of these United States. That there is not any guarantee of equal possession, but that we merely possess equal rights before the law. Class consciousness and class effort refuses to recognize this principle, not because it does not know the wisdom and the justice of it, but because through a selfish and misguided leadership they are lead to believe they have the power, or encouraged to hope that they can exercise it for class aggrandizement. The time is fast approaching when the great mass of the people are going to realize that great combinations of labor, with their alliances and federations, and the great combinations of farmers, both now exempt from the limitations of law, are as great a menace to our liberties and national progress as were the combinations of capital to our commercial and industrial freedom.

There is no more reason for the existence of combinations of labor than can, at the dictation of a few men, tie up the industries, throttle commerce, intimidate and browbeat public men, yea, even constrain the government, by threats, to do its bidding, than there is justice in permitting aggregations of capital to hold up this nation. And again no combination of farmers should be permitted or encouraged to think that they can prey upon the masses.

Those seventeen wise men who are strenuously endeavoring, aided and abetted by the forces of government, to build up a great marketing organization of producers have one thing in mind, and but one, and that is through pooling farm products and having one central merchandising authority to thus gain the power to control the price of farm products. They would have you believe they have no purpose of tearing down the present marketing machinery, yet they have their paid agents in Washington endeavoring to secure legislation that would destroy the most vital unit in the present competitive system—the grain exchanges of the nation.

They would have you believe that they have no purpose of involving the government in their schemes, but the first thing they did was to secure the services of government employees, and two members of the Committee of Seventeen are paid employees of the government, who go junketing over the country at public expense assisting in organizing a distributing agency whose avowed purpose it is to destroy the middleman. And I am frank to say that the middleman would deserve to be destroyed if he were responsible for the present condition of the farmers of our country. But no one has the temerity to accuse the middleman of being in any degree responsible for the farmers' present difficulties, though some, especially the politico-economist of the Bureau of Markets at Washington, are endeavoring to convince the farmer that the middleman is collecting too heavy a toll for his services.

This agency of the Government, the Bureau of Markets, has been from its inception endeavoring through investigation of the cost of distribution, the methods of handling and merchandising farm products in all its phases to show some justification for the government involving itself in the business of distribution.

The only thing it has evolved so far is co-operation, which it would substitute for competition. Co-operation is but another name for socialism. Those who use the word would disarm your suspicion while they inject the virus of socialism into the commercial anatomy of the nation. The Bureau of Markets idea of co-operation, as exemplified by its encouragement and participation in the organization being promoted by the Committee of Seventeen, is "combination," this combination having for its purpose the revolution of the whole distributive structure which is co-eval and co-extensive with this nation.

At the dawn of the Christian era certain wise men came from the East to pay tribute and bring presents to the new born savior.

In these modern times the wise man, in the person of Sapiro, comes from the West, though I confess his name has an eastern sound, to point the way of salvation to the American farmer. He should know that there is a vast difference between pooling and merchandising a few hundred thousand boxes of oranges grown in a few counties of California and the pooling and merchandising of hundreds of millions of bushels of grain grown all over this vast continent. The difficulties are insurmountable. The scheme is visionary. The purposes are revolutionary. They are pursuing a phantom in a vain hope of enlisting sufficient numbers in their chimerical scheme to give it substance. The only ones who can profit by the scheme are the schemers. The farmers never will. The consumers cannot. The competitive system cannot be improved upon.

The Middleman so-called acts as a buffer between the producer and consumer. To destroy him would immediately create a conflict between the producer and the consumer whose interests would be opposing. The only way to

destroy the middleman, if it could be done at all, would be to have such a powerful organization of producers that the producers themselves would submerge their individual freedom of action which itself would be destructive of their initiative and enterprise. The creation of such an organization would force an organization of consumers to protect themselves against the exactions of the producer class. It can be easily seen that all the food products cannot distribute themselves. There must be agencies of distribution which to be effective would have to be as widespread as the competitive agencies now in existence.

The difference would probably not be in numbers or extent, but would be in control. You can imagine better than I can tell you the inefficiency, the incompetency, the graft that would be inherent in such a system. Any savings effected would be at the cost of sacrifices of liberty, individual initiative and all those qualities of Americanism that so freely, so effectively find expression, and win accomplishment through competitive individualism.

The new idea is socialistic in its conception. It is socialistic in its design. It would be socialistic in its accomplishment. Socialism finds its inspiration in division. Competition finds its inspiration in multiplication. Socialism weakens the individual; competition strengthens him. Socialism submerges individuality; competition provokes its use and growth. Socialism destroys initiative; competition gives it free course. Socialism destroys the hope of gain; competition makes gain its handmaiden. Socialism shifts responsibility; competition makes you assume it. Socialism brings moral and intellectual decadence; competition is the anvil of the architect of man on which he beats out his moral infirmities and strengthens his intellectual faculties.

Competition is the energizing force of the world. The avenues of freedom are its race courses. Here it wins its laurels. It has produced every superlative thing in existence. To cripple it would be folly. To supplant it would be madness. But, my friends, there are forces at work, some of evil design, others just as effective, but of unconscious purpose, seeking to change our commercial system from one of competition to one of socialism.

Only recently a President of one of our large Universities resigned, giving as his reason that the University was a hotbed of Bolshevism, that it was fostered by the faculty and outsiders, and that, worst of all, the stream of propaganda could be traced to the very heart of the Federal Government. I am going to be charitable enough to say that I believe that most of those in the employ of the government who are espousing socialistic theories do not really mean to commit the nation to a socialistic regime, but they are a bunch of impractical, visionary men who in their misguided zeal to do something, not being grounded in the faith of the fathers, ignorant of the spirit of our institutions, being in power and conscious of their power, but ignorant of the limitations thereof by the constitution, defiant of the will or wish of congress, proceed along lines which they hope will make them popular with the classes to whom they are pandering.

As evidence of the disregard of constituted authority witness the recent request for deficiency appropriations totaling more than two hundred million of dollars which had been spent in excess of legal authorizations.

The Bureau of Markets, a subdivision of the Department of Agriculture, seems to be the most pernicious and active propagandist of the National Government, whose efforts are directed toward the creation of new agencies of distribution. I have been making a study of this institution of our government and I find it found its origin in the fecund brain of Secretary Houston whom the report on the Bureau of Markets says "brought to the Department a 'decided economic and social viewpoint.'" The first appropriation for the work of this division of the Department was fifty thousand dollars, made in 1914.

The Bureau of Markets was not created by law nor has it any legal limitations. It's absolutely a free lance and can go as far as the fancy of its officials can project it with the appropriations it can secure. It started out as outlined by Secretary Houston, to study organized marketing, form a market news service to study the cost of distribution and transportation. Of course they had to study these subjects, for these bureaucrats and politicians knew nothing about them.

[Continued on facing page.]

# Texas Grain Dealers' Annual Meeting

The 24th annual meeting of the Texas Grain Dealers Ass'n was held May 23-24 at Galveston, the opening session being called to order by Pres. B. E. Clement, of Waco, at 10 a. m. Monday.

After the invocation by J. Z. Keel, Gainesville, the address of welcome was delivered by Hon. Chas. A. Keenan, mayor of Galveston. Mayor Keenan spoke briefly and in a business-like manner, making no attempt at a display of oratory but welcoming the dealers in a friendly manner.

Mr. Keel, who claims the distinction of being the second oldest man in the grain business in the state, also responded to the address of welcome. He expressed the pride of all Texas in Galveston and told of the desire of the citizens of the state to assist in making the port still greater. Touching on the recent trouble growing out of the strike of longshoremen, he expressed the hope that if a similar event shall occur in the future it will be dealt with promptly and forcefully.

Pres. Clement read his annual address, which follows:

## President's Address.

It is a matter of gratification as well as cause for pride and satisfaction that each succeeding year when we are assembled in annual convention your officers have been able to report a continued healthy growth of the association. This fact bespeaks the value of the organization to its members and the force with which it impressed those entering the business who require little or no solicitation to enroll themselves among its membership.

It is my pleasure as well as duty to report on the activities of your officers during past year and offer such recommendations as my experience as your chief officer has admonished me are advisable.

**South East Rate Case.** Several months ago when the value of farm products reached such distressingly low levels realizing that there were rate inequalities greatly to the disadvantage of Texas I had our traffic manager make up a list of comparative rates from Texas to the southeast and from the producing states of the central west to the southeast. This comparison showed a condition to the disadvantage of Texas greatly in excess of any figures I thought could be produced. The rate differences would make it necessary for the grain dealers of this state to buy our grain at 5 to 15¢ per bushel less than grain dealers could pay to Oklahoma, Kansas, Nebraska, Missouri, Iowa and Illinois farmers and ship to the southeast. With the low prices prevailing in the central west I realized we should have to pay values for the surplus grain grown in Texas that would represent impoverishing levels to our Texas farmers. The prosperity of the farmers of our state is of vital concern to every grain dealer and every citizen. Our interests are identical. We go up or down together.

I called a meeting of the Executive Committee and explained to them the very adverse rate situation and a unanimous agreement was reached that a fight should be made to have the rates from Texas to the southeast equalized with those from other producing sections. To finance this effort it became necessary to either assess the membership or apportion to them the amount it was thought proper for each to contribute. The amounts apportioned ranged from \$5.00 to \$25.00 and each member of the Executive Committee accepted an apportionment of the maximum of \$25.00 and promptly remitted the Secretary. The largest majority of the membership promptly remitted the amounts apportioned to them, some advising that they did no southeastern business but approved of the effort of our ass'n to protect the state and its interests against discriminatory rates. This spirit was very gratifying to the officers of the Association.

The preparation of the case for presentation to the Interstate Commerce Commission required the services of rate experts and capable counsel. Our Ass'n being affiliated with the Texas Chamber of Commerce and this rate matter being of such vital importance not alone to grain dealers but every producing, commercial and banking interest of the state I besought the assistance of that organization. The Texas Chamber of Commerce promptly

passed resolutions championing the cause and tendered their support and services in handling the case before the Interstate Commerce Commission. The estimated cost was over five thousand dollars of which amount they desired that the Texas Grain Dealers Ass'n furnish practically all. Secretary Dorsey negotiated with the West Texas Chamber of Commerce whose officers seeing the necessity and wisdom of prosecuting this case to a successful conclusion before the Commission in order that the general interests of Texas might be protected, seeing clearly that it was not merely a grain man's fight, entered into a contract with the Texas Grain Dealers Ass'n by which the West Texas Chamber of Commerce would handle the case and defray half the expenses. This attitude on the part of the West Texas Chamber of Commerce is very commendable. Their proposition was accepted. Mr. Ed. P. Byars, the expert traffic and rate man of the West Texas Chamber of Commerce, prepared the petition setting forth the rate inequalities existing and praying for relief. This petition has been for about two months on file with the Interstate Commerce Commission but the date for hearing has not been set down. The Interstate Commerce Commission docket is crowded and they are greatly behind with their work, but we are in constant touch with the division of dockets urging that our case be heard at the earliest date possible. I am therefore hopeful that we shall get a hearing within the next thirty days. There can be no question of our securing an equalization of rates for they are both grossly unreasonable and discriminatory.

This difficulty of getting rate inequalities adjusted should convince us, though of course this being an interstate proposition we admit the proper jurisdiction of the Interstate Commerce Commission, of the danger of centralized authority. The power of the States to control intrastate rates has been filched from them through legal legerdemain. The Interstate Commerce Act expressly conferred upon the states the power through their state commissions to fix the state rates, but included a joker in the form of a qualifying phrase which warrants the Interstate Commerce Commission to declare the state commission rates inoperative if they conflict with or defeat interstate rates. The state commission soon found that no rate they made would fail of review and reversal by the Interstate Commerce Commission.

Congressman Sanders of Texas has introduced a bill in Congress very recently, which is now pending, restoring the power of the State Commission and rendering it impossible under its provision for the Interstate Commerce Commission to arrogate to itself the control of state rates.

**Encroaching Federal Power.**—The steady and apparently irresistible accretions of power over these states by the federal government should admonish every American of the danger to our form of government by such a process of expanding national power. The 10th Amendment to the Constitution provides that "the powers not delegated to the United States by the Constitution nor prohibited by it to the states, are reserved by the states, or to the people."

There is an unceasing disregard of this constitutional provision. Courts by construction, commissions by assumption and departments by design are constantly expanding the powers of federal authority. Every effort on the part of the people should be exerted to stem the tide of on-rushing powers.

The West Texas Chamber of Commerce having demonstrated its eagerness and willingness to serve the producing and commercial interests of Texas by giving to the southeastern rate case both their financial aid and technical and expert assistance should have a vote of thanks from the Texas Grain Dealers Ass'n as well as a prompt affiliation of our organization with them. We are now affiliated with the Texas Chamber of Commerce, a great organization headed by men of genius and power, but I feel that such money as our ass'n can afford to spend in affiliation with Texas commercial bodies, could best be spent by withdrawing affiliation with the Texas Chamber of Commerce and aligning our organization with the West Texas Chamber of Commerce.

**Proper rate structures** are of vital importance to the maintenance of favorable conditions for business. The remoteness of the rate authority. The involved and highly technical questions growing out of the Shreveport and Neches rate cases. The danger of the railroads who are constantly, I may say ceaselessly, grinding out tariff supplements eliminating some rates, advancing others, sticking in a new rule here and another there, is so great that the Texas Grain Dealers Ass'n is in pressing need of expert rate counsel and representation. Sec'y Dorsey cannot discharge his duties as secretary and give proper attention to rate matters. I

therefore recommend that the Executive Committee be authorized and empowered to negotiate with the West Texas Chamber of Commerce for the purpose of effecting an arrangement by which its traffic department and rate experts shall represent the Texas Grain Dealers Ass'n in all rate matters protesting all rate and rule changes adverse to Texas interests and otherwise guarding our rate structure so as to insure at all times that Texas may have from a rate standpoint an equal break with any section of the country in the disposition of our surplus grain. We have millions of acres of grain land, the use and tilling of which as the years go by, will depend upon the prosperity of the producers of Texas, the assurance of which will be either confirmed or nullified by the zeal and wisdom with which we protect our rate structures. I cannot therefore too earnestly commend to your consideration the wisdom of some satisfactory arrangement for ceaseless, effective and intelligent guarding of the interests of the members of this association and of Texas from adverse rates.

**Wheat Loss Claims:** I am sorry to report that no progress has been made in securing the passage by this Congress of the bill providing for reimbursement of those who sustained losses by reason of the fixing of the price of wheat in 1917.

The Committee considered it useless to attempt to get the bill passed by the short session of Congress for the reason that Congress had more than it could do and for the further reason that we feared if we secured the passage of the bill it might be vetoed by the President.

We thought it wise to await the inauguration of the new administration. We have the promise of the support of every democratic Congressman we met, and have the assurance of the assistance of a large number of Republican Congressmen and Senators in securing its passage.

The joint committee will proceed to Washington in a few days now to work with all the power and zeal given to men conscious of a righteous cause for the passage of the bill. Personally I feel that our great government cannot refuse to reimburse its citizens. Only recently our government has given new evidence of its deep sense of justice by paying a voluntary reparation to a government whose rights had been violated under a former administration. This sense of justice which impels a strict and generous meeting of a national debt of honor to another nation should prevail and I believe will prevail when it comes to a question of making amends for an injustice perpetrated upon its citizens whose property was taken from them without just and adequate compensation in accordance with common justice as well as in accordance with the plain provisions of the Constitution.

I recommend the adoption of a constitutional amendment creating to act instead of the Executive Committee an Appeals Committee composed of five members of which the President shall be ex officio a member and chairman, three members thereof to constitute a quorum, this Committee to be selected by the Executive Committee, the Sec'y to be ineligible for membership on the Committee. The rendering of the Sec'y ineligible for membership is not intended either as a reflection upon his integrity or capacity, but he is called upon frequently for his opinion as well as assistance in differences arising between members and renders invaluable service to the membership in his capacity as Sec'y. If the Sec'y does not sit in judgment on differences arising between the membership he can always feel perfectly free to give any and all members his counsel and assistance and act as he frequently does now as a mediator, thus rendering, if possible, a more valuable service than he can render the membership by acting in any judicial capacity. Besides this the membership of the Ass'n have the right to feel that they can claim the assistance of the Sec'y, and the Sec'y himself is entitled to feel that he can render every member any assistance possible without being under the imputation of bias, or arousing a feeling of resentment that is unfortunately sometimes engendering in the hearts of those who suffer from the adverse judgment of others.

In order to insure as near as possible a consistency of interpretation and uniformity of opinion such as is so necessary for the protection of the rights of the membership when they are submitted for adjudication of the Appeals Committee, as well as that such decisions as are rendered may be relied upon for the guidance of members that they may avoid errors or misinterpretation of the rules—by a perusal of those decisions—recommend that the Appeals Committee or a quorum thereof only be authorized to try cases submitted on appeal.

I can conceive of cases arising where one or more of the Appeals Committee might be interested in the case presented when it should be provided if ever such disqualifications render a quorum of the Appeals Committee impossible the President shall appoint from the Executive Committee such member or members as may be necessary to form a quorum of the Appeals Committee. If this rule is adopted there might be times when delay in cases being

heand might be occasioned by the ineligibility of some one or more members of the Appeals Committee but this could be easily obviated by the Secretary submitting to both the litigants and the Committee in advance of each hearing the docket and the personnel of the Committee so that both might determine whether there was any reason for the selection of a substitute to act with the com and such substitute to act with the Committee and such substitute could be appointed by the President from the Executive Committee in advance of the hearing thus preventing any delays.

The greatest service rendered by the Ass'n to its members is beyond question the arbitration feature. Quite naturally there are some times errors made and neither the Arbitration Committee or Executive Committee has been or will be free from them, but those of us who have differences know that they are honorably, unselfishly and intelligently adjudicated. I have been serving the Ass'n in one capacity or another for a number of years and while I have disagreed with opinions rendered by the Arbitration Committee and Executive Committees who were at times my colaboreers I have never yet had cause to question or reason to doubt or provocation to warrant suspicion even, the integrity, the zeal for justice and the determination to mete it out to those interested by any single individual who has been chosen to serve you. I can pay no higher tribute to men than this. Some of you have no doubt been disappointed and probably at times certain that you did not get what was coming to you, but I know you have never doubted the honesty of intention, the incorruptibility of integrity and devotion to duty of those who have served you. If you ever have, you have cause for shame and self reproach that you have indulged such feelings against men who have sacrificed their time and given of their resources to render you service.

**Arbitration is a noble service.**—Arbitration is our honorable sacrifice and challenges the best that is in men. When you go to court you do the same as you do when you submit to arbitration—submit your differences to your disinterested peers, but to men who more than likely don't know one thing about your business. You have to abide their decisions and the strong arm of the law may be invoked to compel your submission. When you arbitrate you submit your differences to honorable, self sacrificing, fellow dealers who render their decisions in the light of the rules laid down by your organization for your guidance or according to their conceptions of justice where there are no rules to guide or interpret. These decisions are binding on your conscience and enforceable only at law. And here let me pay a tribute to the lofty character, the broad principle, the splendid manhood of the grain dealers of this organization who over a period of more than twenty years have stood the test time and again that comes to those against whom adverse decisions have been rendered. The records only record the names of two who have resorted to the courts to impeach the verdicts of their self sacrificing servants. In all the years of honorable and self abnegating devotion to your interests those who have served you have been requited with a degree of loyalty and obedience to the constraints of honor that fully recompense the sacrifice of those whom you have honored with your confidence and called to your service. In the past year however two of our members have proven recreant to their obligations. One was expelled and suit was filed by Attorneys for the Association to enforce the award and the action of the Arbitration Committee has been sustained and the award affirmed by the court.

The other, and the most lamentable dereliction to duty, the most flagrant and inexcusable violation of a solemn obligation, the most shameful abandon of the constraints of honor ever exhibited by a member of the Association after having in accordance with the rules of the Association submitted his differences to the arbitration of its agencies, appealing to its highest tribunal whose decision was adverse then refuses to accept in accordance with his twice plighted obligation resorts to the courts to prevent his expulsion and to secure a revision of the award rendered against him. His defense is that there is a principle involved. When the court gets through with him he will after having sacrificed the most precious possession of man—conscious rectitude—have to yield not to the constraints of honor which gives one a feeling of satisfaction that makes up for any disappointment he may feel, but to the mandate of the law.

The perfidious conduct of the two who have refused to abide the awards rendered against them should meet with the condemnation of every member of the Association and encourage the high resolve on the part of every one of us that whenever our differences are submitted to arbitration we will submit graciously to the awards. Let's live up to the ideals that make our organization great. Claibourne Adams than whom there never was a more loyal membre said when an award went against him "Boys I believe you are wrong but right or wrong I am with you." He is gone now. The God of our fathers has gathered

him to his bosom but his words still ring in our ears, his willingness to yield up his individual views should inspire us to follow his example.

**Amendments to Rules.**—I have asked the Sec'y to submit for your consideration an amendment to our rules requiring that diverted shipments to apply on contract shall be diverted within the life of the contract, I earnestly recommend the adoption of such an amendment. Its adoption will correct a long standing evil from which the trade has suffered. According to the decisions of the Arbitration Committee of the Grain Dealers National Ass'n a diverted shipment to apply on contract must be diverted within the life of the contract and the state Ass'n rules and practices should conform as near as possible to those of the National. Unless a diverted shipment is on the way to its destination within the life of the contract it is losing time. The hazards of the market are so great that no buyer should be subject to such delays as are authorized by our present rules. Under our rules a seller can wait several days after the expiration of a contract and finding a car which has not yet reached its original destination may divert that car to his customer nearly any length of time after the expiration of contract provided the original B/L shows shipment made within contract time. Paragraph Three of Trade Rule Seven should be amended to read:

"Diverted cars shall apply on contract provided instructions to divert are given within the life of the contract."

I am suggesting that the rule read this way for the reason that the railroad companies refuse to give exchange B/L until they have located the cars. They will however acknowledge receipt of diversion instructions either in place of reissue lading or some other form that will show diversion orders given at any given time and thus protect the delivery on contracts where properly deliverable under this rule.

Now, my friends, with the conclusion of this convention I will have ended my official connection with the Association. I have served you for a number of years in one capacity or another. I have enjoyed the work to which I have devoted a great deal of my time. Under the leadership of others and with the zeal and loyalty of our old war horse Sec'y I look toward the future with confidence that the organization will grow and become as it deserves an increasing power for good. We have a great organization and there never was a time when the power of organization was so needful and necessary as at present for the assaults upon the ramparts of the established order of business and commerce are increasing.

The producer's condition is desperate. His losses have been terrible. The business man knows how to sympathize with him for his losses have been heavy also. His difficulties have been quite as harrowing as those of the farmers. Grain dealers have in no sense been the cause of losses to producers. Neither has the competitive system. Business men and farmers have suffered alike from the same causes.

No new system of marketing that smacks of the twin evils of the trust and socialism is needed to restore prosperity to the farmer or guarantee his full measure of value for his products. What this country needs to insure prosperity to the farmers, and to every one since the prosperity of the farmer is the very basis of the prosperity of all is the assurance of American markets for American producers. The importation of stupendous quantities of foreign farm products and raw materials added to our already more than adequate supply is the vital factor in causing declining values.

The statesmen of France look to the interests of France. The statesmen of Germany look to the interests of Germany. The statesmen of England do all in their power to promote the interests and aggrandize the British Empire. What we need is a practical statesmanship that is alive to the needs and the interests of America. Party rivalry is a good thing. Partisan rancor is bad. I would quarrel with no man about his politics but the moment he proposed something good for our country I would help him put it in effect. While on the other hand if one of my own party should propose something bad I would help defeat it. We should love our country better than we love any party.

There is not and should not be any politics in protection. It should be a national business policy applied by statesmen through the instrumentality of government to guarantee and insure uninterrupted prosperity of this nation.

H. B. Dorsey, Fort Worth, read his annual report as sec'y-treas., as follows:

### Sec'y-Treas. Report.

Complying with the Constitution requirements, I take pleasure in submitting to you herewith an annual report as sec'y-treas. of your Ass'n for the fiscal year beginning June 1st, 1920.

### MEMBERSHIP.

At the last annual report our membership list showed .....	405
New members admitted during the fiscal year .....	119
Total .....	524
Resignations .....	6
Resigned and dropped from roll on account of discontinuing grain business .....	35
Suspended for non-payment of dues .....	2
Expelled from membership (J. A. Hughes—Panhandle) .....	2
Deceased and dropped from roll .....	1
Leaving present membership .....	478

### FINANCIAL STATEMENT.

Receipts.	
Cash on hand at last Annual Meeting .....	\$6,850.19
Received from dues .....	8,559.93
Received from interest on Savings Account .....	202.60
Received from advertisements on Constitution and By-Laws, Trade Rules and Membership List .....	147.50
Received from Deposit Fees on Arbitration cases .....	2,315.00
Received on awards to be held pending final settlement .....	19,132.02
Received from membership fees .....	1,230.00
Received from collection charges on claims collected .....	667.57
Received from fees on account wheat loss claims .....	14.14
Received assessment amounts on South-Eastern Rate Fund .....	2,720.00
Total .....	\$41,838.95

### DISBURSEMENTS.

Expense of Arbitration Committee .....	\$566.11
Refunded on deposits in fees for arbitration .....	1,219.00
Postage including envelopes .....	339.09
Printing and stationery .....	419.35
Refunded on awards on settled cases .....	19,739.46
Refunded on membership fees .....	40.00
Refunded on Dues .....	65.00
Office Rent .....	600.00
Office Help & Assistance .....	1,928.51
Paid on donation to Secretary ordered at last meeting .....	900.00
Paid for publications and ads .....	17.00
Telegraph and telephone including telephone rent .....	300.07
Secretary's salary .....	3,600.00
Paid for repairing typewriter and rent of typewriter .....	30.10
Travelling expenses for officers and others incidental to association business .....	891.95
Safety box rent .....	4.00
Paid for expense incurred in connection with Wheat Loss Claims .....	80.00
Paid dues to Southwestern Industrial Traffic League .....	18.00
Paid dues to Texas Industrial Traffic League .....	18.00
Paid dues to Grain Dealers' National Ass'n .....	262.00
Paid dues to Texas Chamber of Commerce .....	100.00
Expense of Executive Committee .....	860.58
Expense of flowers for Mr. Metcalf's funeral .....	21.22
Paid for motor for mimeograph .....	80.00
Expenses incurred in connection with Southeastern Rate Case .....	1,183.65
Cash in Bank .....	7,555.86
Cash in Liberty Bonds .....	1,000.00
Total .....	\$41,838.95

Of the total amount of cash on hand .. \$8,555.86  
The following items have the amounts credited to their respective accounts:

Wheat Loss Claims Committee .....	\$2,417.56
Southeastern Rate Fund .....	1,536.35
Awards held on Appeals .....	2,677.38
Debt fees which are subject to return after hearing cases .....	320.00

Total .....	6,951.29
Leaving net funds of the association ..	\$1,604.57

As I have tried to keep you advised, thru circulars sent out from this office, in regard to the activities of the ass'n during the past year, I will not take up your time with an elaborate report.

However, I have one complaint to make on account of the lack of members cooperating with the ass'n in its work. For instance, I sent out a postal card already addressed for report on

# The GRAIN DEALERS JOURNAL.

crop conditions. Less than half of the members reported. I am sure all of you agree with me that this is poor cooperation.

The Ass'n is worth just what you help make it. As it is your ass'n and so little is required in cooperating with the work of the Officers, it seems to me that any of you could comply with the few requests sent out. ....

I am glad to present a report showing the largest number of new members of any year during our history, and that in the face of the hardest year the grain people have experienced during the life of the association. This speaks volumes for the influence of the association. Our gain in members during the year shows seventy-three. We had only two expulsions, two suspensions and six resignations of members continuing in the grain business. I consider this a splendid report.

The financial statement, also, is the best that has ever been made by the Ass'n. This report in its entirety will indicate to you the growth and activities of the Ass'n, which has greatly increased the responsibilities and work of your sec'y. In fact, the work for the past year, I am sure, has been double that of any year in the history of the Ass'n. This might be accounted for on account of the strenuous times experienced by our members and the grain trade generally.

R. I. Merrill and L. G. Belew of the sub-com'ite appointed to audit the books, accounts and reports of Mr. Dorsey, respectfully reported "that we have performed that duty and find same correct, as indicated in the above annual report and find that all funds have been accounted for."

The report of the arbitration com'ite was read by E. W. Crouch, McGregor, chairman. This showed that a total of 109 cases involving \$43,408.25 had been filed during the year, and that 60 cases, involving \$18,076.44 had been heard and decided. Twenty-two were settled before hearing, compromised or withdrawn and 14 dismissed for various causes. The work had been further enlarged thru the disposal of a number of cases held over from the previous year, and 13 cases now remain to be handled. The portion of the report dealing with matters purely of routine was adopted.

The remaining portion of the report was in the nature of recommendations of changes to the trade rules and the discussion of this consumed several hours, extending, with a brief intermission at the lunch hour, well into the afternoon. The following changes to the trade rules were adopted:

### Amend Trade Rules.

**Amend Trade Rule 7** by striking out, or cancelling, the following sentence of this Rule—"provided further that carloads already rolling which can be diverted in contract time so that movements are equal in point of travel to direct shipments within contract time, may be applied."

**Amend Trade Rule 9** by designating the present rule as paragraph (a), and adding the following—"and so notify the buyer."

**Further amend trade rule 9**, adding paragraph (b) to read as follows: "After expiration of a contract, the buyer may by wire demand of his seller the positive advice that cars to complete the contract have been shipped within contracted time, and if this information is not furnished by wire to the receiver within 72 hours after demanded, the failure to furnish by wire this information shall constitute a default by the seller."

**Amend trade rules** by substituting the following for Rule 17 (appealed May 28th, 1918)—"Flat billing shall entitle the buyer to all division and transit privileges accorded by the tariff."

**Amend trade rule 27**, paragraph (a), cancelling the second sentence and substituting the following—"On receiving grain or hay lower than contract grade, it shall be the duty of the buyer to immediately notify the seller by wire of the condition and grade of the grain or hay; whereupon it shall be the duty of the seller receiving such notice to wire disposition, at once. If the contract does not provide discount to apply on one grade under contract, and agreement as to discount can not be reached by the principals, the buyer may unload and the discount claim shall be arbitrated before this Ass'n. Contract grade is here defined as the highest grade mentioned in the contract. This rule does not countenance the willful shipment of one grade lower than contract."

**Amend trade rule 27** by cancelling present paragraph (c) and substituting the following as paragraph (c)—"A Receiver is not permitted to unload off grade grain or hay without first obtaining the consent of the shipper except when the discount at which off grades are to be accepted is specified in the contract and where contract so specifies it shall be the duty of the receiver to immediately obtain re-inspec-

tion grade before unloading and re-inspection shall govern. This rule does not apply to grain sold on export terms for export."

**Amend trade rule 27** by cancelling paragraph (d) and substituting the following as paragraph (d)—"The buyer of grain or hay bought on grade which is sold to a third party shall accept from the seller any grain or hay applicable on contract at a discount not to exceed the discount demanded by such third party."

### Monday Afternoon Session.

It has been expected that Mr. D. F. Piazzek, of Kansas City, would address the dealers on the subject "Before and After Government Control," but he was not present.

W. K. Vandiver, traffic commissioner Grain Dealers National Ass'n, spoke briefly on the work of his office, which was but recently created.

An impressive service in memory of those members of the ass'n who have died during the past year was conducted by Sam J. Smith, Waco.

The deceased members named by Sec'y Dorsey were: Claiborne Adams, El Paso; M. R. Fuller, Seymour; R. G. Hallum, Graham, and C. P. Sims, Adeline, La.

Pres. Clement appointed the following com'ites:

Resolutions Com'ite: R. I. Merrill, Fort Worth; Douglas W. King, San Antonio; J. C. Mytinger, Wichita Falls; W. R. Archer, Houston; Sam J. Smith, Waco; H. L. Strong, Wichita, Kan.; J. S. Gordon, Beaumont.

Com'ite on recommendations of the president, and on constitution and by-laws: R. L. Cole, Krum, chairman; J. V. Neuhaus, Houston; Mr. Waters, Easton; L. C. McMurtry, Pampa; J. E. Lawther, Dallas; W. H. Killingsworth, San Antonio; F. R. Coneforth, Waco.

Sec'y Dorsey read a lengthy letter or paper prepared by D. E. Lyday, Austin, Commissioner of Markets and Warehouses, who was prevented by illness from delivering an address on "The Best Method of Marketing and Distributing the Grain Crops of the Country." This paper attempted to discredit the attitude of the grain dealers toward the attempts of Mr. Lyday's office to assist farmers in dealing direct with each other.

The formal program gave Mr. Clement an opportunity to answer the statements of Mr. Lyday, but Mr. Clement said he would not respond at length, because of the gentleman's absence. He characterized the paper as unworthy of consideration except as the work of a cheap politician already inoculated with the virus of socialism.

Speaking to the question, "Is Compulsory Pooling of Grain by Farmers best for all Interests," Mr. Keel pointed out that the present agitation did not start while farmers and cotton growers were receiving high war prices for their products but after economic conditions had brought about a material recession in values. He likened the scheme of pooling to peonage, communism and slavery combined and said the intelligent farmer is not complaining and will not be misled by the agitators, socialists and bolsheviks who would foist the plan upon the grain producers of the country. He showed, also, that in every thing it has undertaken the ass'n has been prompted by the thought of benefit to the farmer and has never labored against his interest.

R. L. Cole, Krum, counselled care in opposing the work of the agitators, saying the thing will work itself out right in the end and too much opposition may give it temporary assistance on the theory that such movements thrive on antagonism.

Douglas W. King, San Antonio, spoke on the advisability of forming an organization of Texas Red Rust Proof Oats Shippers. He expressed the belief that such an organization can arrange the sale of oats to the Southeast on the demand draft basis rather than arrival drafts and that better acquaintance between shippers and buyers which the ass'n could bring about would tend to eliminate controversies.

It was suggested that, to avoid confusion, such as organization if formed should be a branch of the grain dealers ass'n.

### Tuesday Session.

[Special Telegram to Grain Dealers Journal.]

Galveston, Tex., May 24.—At its closing session the Texas Grain Dealers Ass'n expressed a desire that the interests controlling the terminal markets arrange for the treatment of shipments for grain for live weevil.

A closer touch between the supervision service and the grain inspectors was requested.

The pres. was authorized to appoint a com'ite to consider uniformity of trade rules for the three states of Texas, Kansas and Oklahoma.

Government activity in business was strongly condemned.

Changes were made in the constitution in order to create an arbitration appeals com'ite and take this work from the executive com'ite.

**RESOLUTIONS** were adopted pointing out the detrimental effect of the present high freight rates which agencies in authority are requested to reduce;

Demanding repeal of the Adamson and Clayton Acts;

Requesting the Wage Board to continue reductions to basis of other industries;

Requesting the Atchison, Topeka & Santa Fe Railroad Co. to build a grain elevator at Galveston;

Urging the restoration to state commissions of their rate-making powers within the states;

Expressing opinion that the grain exchanges should adopt more strict regulations for future trading to eliminate as far as possible unreasonable and dangerous speculation and confine it to the legitimate purpose for which intended, but condemning in the strongest possible terms the vesting of control of the grain exchanges in the Sec'y of Agriculture or any other government officer, holding this would be disastrous to trade, as the experience of recent years shows that business should be free from autocratic control;

Deploring the lack of port facilities in Texas which forces the exportation thru New Orleans of some grain Texas should export, and

Asking state and federal aid to provide port facilities at Corpus Christi.

The following officers were elected: Pres., John E. Bishop of Houston; first vice pres., R. I. Merrill of Fort Worth; second vice pres., Douglas W. King, San Antonio; sec'y-treas., H. B. Dorsey, Fort Worth, Tex.

Executive com'ite: Allen Early, Amarillo; J. C. Mytinger, Wichita Falls, and L. G. Belew, of Pilot Point, Tex.

Adjourned *sine die*.

PRICES for ocean vessels show sharp decline. Fortunes were made early in the war by people speculating in boats. Need of tonnage was so urgent that the governments did not stop at prices. British Steamer that sold for \$1,200,000 eighteen months ago only brought \$250,000 at a recent sale. 94 German ships are offered for sale, but buyers are lacking. Vessels may have to be sold at auction for what they will bring. England has over five million tons of merchant shipping lying idle and has over seven million tons of new tonnage to be finished within the next year. Cunard Steamship Line annual report for 1920 showed gross income of fifteen million dollars more than in 1919, but gross profits were two and three-quarters million less. Low freights and high operating costs caused the shrinkage.—C. A. King & Co.

## Our Callers

E. A. Nordstrom, Buffalo, N. Y.

# Paternalism vs. Individualism in Business

[From an Address by Ben L. Hargis, President Kansas City Board of Trade, Before the Oklahoma Grain Dealers' Ass'n]

From the earliest history of our country, the basic principle on which we have built has been that of individualism in business, which of course, has fostered and developed to the highest degree, competition. Through this competition has come, inevitably, the perfectly logical result of maximum efficiency at minimum cost. The buoyancy and hopefulness of our people has led men into industry with a vigor and vision which is entirely lacking in the staid organizations and processes of other countries of the civilized world. Ours is a land of the survival of the fittest, and should be a land where, at all times, ingenuity, personal endeavor, integrity and stick-to-it-iveness will bring the warranted reward to each citizen, who uses his faculties to the extent which Nature intended.

Of course, we have from the beginning been circumscribed, in a general way by certain broad restrictions, which are necessary to secure to our citizenship freedom of action and equality in opportunity.

This Constitution has been interpreted from generation to generation, and almost without exception, these interpretations have been based on the theory that individual opportunity must be fostered and protected. In recent years, more particularly during the period of the War, and since that time, certain Federal guarantees have been made to people in specified lines of industry, and it apparently has become difficult for these so protected to accommodate themselves again to open competition.

**Government guarantee** as to price and as to conditions under which people operate unquestionably has introduced into our national mind the thought and the fact of Paternalism. It was intended that this centralized Paternalistic government, which was presumed to be a War necessity, should cease with the coming of peace, or the cessation of hostilities; but, unfortunately, in its wake has come discontent with what is by some thought to be a less advantageous situation or position in the commercial world.

Speaking broadly, the most notable guarantee of the War was that which was put into effect as to wheat prices. During the early period of hostilities this guaranteed price on wheat was made effective to conserve supplies, and to hold down the price of bread-stuffs, and was invoked more for the protection of the consumer in this country and abroad than for the protection of the producer. We were taught, from day to day, that if bread were allowed to mount to unreasonably high prices it would adversely affect the workmen of our country and retard War production of finished materials.

The producer, I think, was somewhat resentful of the operation of this guarantee, which became in reality fixation of price, because of the fact that at the time it was made effective, his grain was selling at a considerable premium over the figure finally established by the Commission appointed for the purpose of arriving at a just figure as to what was termed a "fair price level."

**Congress never intended** when the law was enacted that the guaranteed figure should have been made the maximum figure. Neither was it intended that the authorities designated to certain officials should have been so operated as to place them in direct control of the entire marketing machinery of the United States, that is, as related, not only to accumulation but to distribution also.

It became the duty of organized grain Exchanges, with the de-control of wheat, to assume their ordinary position in the merchandising of the cereal crops of this country, but the duty was undertaken with the full understanding that criticisms would be sharp and probably radical. It was not then expected, and could hardly have been conceived at that time, that these criticisms should shape themselves so firmly into concerted action against institutions which had, for fifty years and more, served the great purpose in our country of expeditiously and cheaply translating grain from the agricultural states to the mills and sea-board.

Our crop of 1920, plus the carry-over from the previous season, proved to be ample, not only for all home requirements, but also sufficient to leave us a very large exportable surplus. This exportable surplus came into competition with the grains of other countries, and the price level of the American crop was made by the supply and demand situation of the world, which, however, was probably never truly reflected on the past crop, for the reason that a greatly impaired and disorganized foreign financial situation, plus an inflated currency in our own country, with competitive selling in the United States as against concentrated buying on the part of Europeans, deflected the world's price level from the posi-

tion it might have been if these adverse factors had not entered into the equation.

This history is entered into here because it has a direct bearing on the public mind, and the unfortunate deductions and conclusions which have been reached by many people who believe they are in possession of the real secret as to the fall in grain prices. The secret which many feel they have discovered is a phantom which has been so interesting, that in their pursuit of it they have entirely ignored the absolutely obvious fact that more grain than we can use was produced and had to be merchandised to bankrupt peoples, on the best terms possible, and that not to have merchandised it would necessarily have created even more radical price depreciation.

A considerable factor in the break in wheat prices during the last few months has unquestionably been due not alone to the importations of Canadian wheat, but also to the ill-advised propaganda which was unquestionably somewhat effective, carrying the preaching that the world needed all our wheat and that it should be held for anywhere from \$2.50 to \$3.00 on the farms. This deterred owners of grain from marketing, it deterred them from "hedging."

The result of the radical decline in values has been an increasing and insistent demand for corrections in marketing facilities, which the leaders in these movements are now putting out in definite form. That, in great measure, these suggestions are unsound economically, cannot live and will undoubtedly bring an endless trail of disaster to the American grain grower, must, it seems to me, be the inevitable conclusion of thoughtful men who have studied this problem.

**Special Privileges:** Our Government was established "by the people, of the people and for the people," and when certain interests asks the Congress for enactments carrying special privilege to them, we are getting away from the sound foundation on which our Republic has been established.

It apparently is assumed that when men are elected to the House of Representatives or to the United States Senate, they have a mental endowment, business capacity, and marvelous understanding of what should be done and what can successfully be done, to correct the irritating conditions; but we fail to take into consideration that these men are merely human and while they are possessed of broad education and have unusual opportunity for investigation and study, still the fallibility of man is theirs just as much as yours or mine, and they have the advantage only of the unusual opportunities.

I would particularly call your attention to a bill which has recently passed the House of Representatives as H. R. 5676, known as "The Future Trading Act." [Bill was published on page 768 of Grain Dealers Journal for May 10th.]

Since early in January the grain trade of the United States has been almost continually studying, in Committees, the proposals which have been made from time to time for the regulation of Exchanges and the introduction of a new marketing machine. The very best minds in the grain trade have given the House Committee on Agriculture their soundest judgment and their honest convictions as to what should and should not be attempted. It was thought before the recent hearing of this Committee that organized grain Exchanges and the legislative Committee handling the matter in the House, were in accord and that a bill had been drawn by Mr. Tincher and Senator Capper which, with certain amendments proposed by the grain trade, and apparently accepted by the Committee, would result in real constructive legislation designed to cure certain things which needed curing, and yet to provide that free and open market which is so necessary for the expeditious movement of our grain crops, as well as its financing.

Unfortunately, the bill which was finally reported out of the Committee, was a substitute for the one which had been under consideration and carried with it provisions never contemplated or discussed by grain men or Committee prior to the testimony of the Secretary of Agriculture and his assistants on May 2nd of this year. The testimony of the Secretary was given some three days after the grain trade had left Washington, and it seems probable that the amendments to the original bill were made without a full knowledge on the part of those constructing it as to just how greatly it changed the measure from the one which had the approval of growers and dealers alike.

**Paternalism is developed** in this substitute bill to a point never before known in the history of our country, and to such an extent there are possibilities that under an unwise departmental head, destruction of organized

grain Exchanges might be immediate, resulting naturally in an upheaval that would shake our country, not only agriculturally, but might destroy even our financial institutions.

Apparently it is granted by all the members of the Committee on Agriculture in the House, by the Secretary of Agriculture, by the grain growers organizations generally, and by bankers, as well as others informed on the subject, that organized Exchanges are necessary and useful institutions; that the hedging of grain serves to reduce the risk in handling, proving thus an insurance system with the natural result that a minimized risk narrows the difference between producer and consumer. After weeks of study, it was also clearly stated by these men that hedging without speculation is impossible, hence there was an attempt to draw a bill which would permit exchanges to function, hedging to proceed and speculation to continue.

In order to accomplish these things, and still bring in a positive recommendation for legislation, certain authorities are delegated by this measure to the Secretary of Agriculture, to be used at his will and in his discretion, and these powers are so broad that under the bill as passed by the House, his Department not only designates the contract markets, which is a provision agreed to and recommended by grain Exchanges, but in this designation he is required or directed to do this when and only when the Boards of Trade comply with certain conditions laid down:

First: A contract market must be a terminal market upon which cash grain is sold in such volume and under such conditions as fairly to reflect the general value of grain, and the difference in value between the various grades of grain.

Second: A point can be declared a contract market only when the governing board of the organization provides for the making and filing of a record and report, in accordance with the rules and regulations, and in such manner and form as may be prescribed by the Secretary of Agriculture, showing the details and terms of all transactions entered into by the board or the members thereof, etc.

May I call your attention right here to the unusual authority which is thus given an executive officer to prescribe rules and regulations, manner and form of contracts of boards of trade, which may mean as much or as little as the mental attitude of such officer might determine. No man could know the status of his contract where the authority for interference is so definitely provided, but so definitely unlimited in scope.

Third: A contract market when the governing board thereof prevents the dissemination of misleading, inaccurate information, etc. Exchanges have no objection to this clause.

Fourth: A contract market when the governing board thereof provides for the prevention of the manipulation of prices, including a reasonable limitation upon the total quantity of grain of the same kind covered by contracts unfulfilled, or unsettled at any one time, by or on behalf of the same person, commonly called "open trades" in speculative transactions.

All the testimony given before the Committee by experienced men was to the effect that quantity limitation in futures trading would prove one of the most harmful devices that could be used for the reason that under a fixed limit there could not at all times be a true reflection of supply and demand on the futures market, and without a true reflection of this, a futures market would prove a most harmful and unsatisfactory instrument in our economic life.

Fifth: A contract market when the governing board thereof admits to membership co-operative associations of producers, having adequate financial responsibility, provided such association or its representatives applying for membership or admission on the Board of Trade, shall be able to comply with and conform to all the rules and regulations of such Board of Trade, if the same have the approval of the Secretary of Agriculture.

The organized Exchanges do not at all object to this clause, if it stops at the point where it states that such co-operative associations "shall comply and conform to all the rules and regulations of such Board of Trade"; but they do most strenuously object to that part of this clause which delegates to the Secretary of Agriculture the approval or disapproval of our rules, which means in fact and in effect, that he can force the annulment of such rule or rules as might not meet his approval, and the enactment of such rule or rules as he might deem advisable. In other words, our charter rights, our inviolate constitutional rights are abrogated and made subservient to the wise or unwise judgment of the designated officer.

Section 6 provides that a contract market will be designated as such only on a showing that it complies with all of the aforementioned conditions, and carries sufficient assurance that it will continue to comply with all these requirements. Further, that failure to comply, not with the law of the land, but with the judgment or dictum of the Secretary of Agri-

[Continued on page 863.]

# Telegraph Liability Case Decided

The Interstate Commerce Commission in an opinion given by Commissioner McCord May 3 announced its decision in the telegraph liability case known as the "Unrepeated Message Case," "Cultra v. Western Union Telegraph Co." The decision follows in full:

Pursuant to an order entered June 4, 1920, a general investigation has been made of the practices of telegraph companies subject to the interstate commerce act in adjusting claims for damages arising from errors or delays in the transmission or delivery, or from non-delivery, of interstate messages, and the reasonableness of their rules limiting liability on the several classes of messages, dependent upon the rates paid. All common carriers subject to the interstate commerce act engaged in the transmission of telegraph messages have been made respondents. Hearing was held on July 26, 1920, at which time appearances were filed on behalf of the Western Union Telegraph Co., the Postal Telegraph-Cable Co., the North American Telegraph Company, the Continental Telegraph Co., and the Commercial Pacific Cable Co. These companies, including those affiliated with the Postal Telegraph-Cable Co., but excluding the Commercial Pacific Cable Co., which is engaged in the transmission of cable messages only, perform substantially all the commercial telegraph business of the country. At this hearing various individuals and associations appeared for the purpose of expressing their views concerning the subject under investigation and to urge the establishment of more liberal rules and regulations. The record in No. 8917, referred to hereinafter as the "Unrepeated Message Case," was made available for use in the proceeding, and one report will suffice for both cases.

The propriety of the rules established by the Western Union company to restrict its liability for damages arising from mistakes or delays in the transmission or delivery, or from non-delivery, of interstate messages was considered at length in the former report in the Unrepeated Message Case, 44 I. C. C., 670. That proceeding arose from the refusal of the Western Union to satisfy a claim for damages alleged to have resulted from the incorrect transmission of an unrepeated night-letter telegram. We were asked to determine, first, whether by the amended act to regulate commerce we had been invested with jurisdiction over matters of this kind, and, second, whether, if we had such jurisdiction, the rules governing liability were reasonable.

The rules in question, which are substantially the same as those published by the Postal Telegraph-Cable Co., and its affiliated companies, except as hereinafter pointed out, are set out in full in the previous report, but for convenience are restated:

All messages taken by this company are subject to the following terms:

To guard against mistakes or delays, the sender of a message should order it repeated, that is, telegraphed back to the originating office for comparison. For this, one-half the unrepeated message rate is charged in addition. Unless otherwise indicated on its face, this is an unrepeated message and paid for as such, in consideration whereof it is agreed between the sender of the message and this company as follows:

1. The Company shall not be liable for mistakes or delays in the transmission or delivery, or for non-delivery, of any unrepeated message, beyond the amount received for sending the same; nor for mistakes or delays in the transmission or delivery, or for non-delivery, of any repeated message, beyond fifty times the sum received for sending the same, unless specially valued; nor in any case for delays arising from unavoidable interruption in the working of its lines; nor for errors in cipher or obscure messages.

2. In any event the Company shall not be liable for damages for any mistakes or delays in the transmission or delivery, or for the non-delivery, of this message, whether caused by the negligence of its servants or otherwise, beyond the sum of fifty dollars, at which amount this message is hereby valued, unless a greater value is stated in writing hereon at the time the message is offered to the Company for transmission, and an additional sum paid or agreed to be paid based on such value equal to one-tenth of one per cent thereof.

Briefly, they offer the sender his choice of three classes of messages, unrepeated, repeated, and valued, with different rates for each class, dependent upon the service to be performed and the liability to be assumed. As a condition attaching to the transmission of a message at the lowest, or unrepeated, rate it is stipulated that the company shall not be liable for mistakes, delays, or non-delivery beyond the amount received for sending it; and it appears

that, unlike the Western Union, the Postal company steadfastly adheres to that limitation. But to protect the sender against possible loss in the event of errors in transmission, the respondents offer the second, or repeated, class of messages at a rate one and one-half times the rate for the same message if unrepeated. For this additional rate they agree to assume liability to the extent of 50 times the rate paid, with a maximum liability in the case of the Western Union of \$50. The third class of messages, for the transmission of which the rate charged is the repeated rate plus a surcharge of one-tenth of one per cent of the valuation, is designed to insure the sender against any loss within the value placed upon the message. To afford protection against extravagant claims for damages on account of errors or delays which a repetition of the message would not have prevented, provision is made by the Western Union for a limitation of liability to \$50, in practice applied both to unrepeated and repeated messages, and by the Postal company, in the case of repeated messages, to 50 times the repeated rate, which, unless a greater value is declared, is the agreed value of the message. This provision on the part of the Western Union is alleged to be necessary in jurisdictions where the unrepeated stipulation is held not to avail.

In *Primrose v. Western Union Telegraph*, 154 U. S., 1, decided May 26, 1894, the Supreme Court of the United States upheld the validity of a contract between the sender of a message and the telegraph company by which the latter assumed no liability for mistakes or delays, although arising from the negligence of its employees, beyond the toll charged for transmission unless repetition had been requested and the additional charge therefor paid. It was pointed out that a contract of this nature was not an effort on the part of the company to exempt itself wholly from liability for its negligence, but was a proper and lawful mode of securing a due proportion between the amount for which the company might be responsible and the toll received. Following the ruling announced in that case and applying the principles of the act to regulate commerce, to which act telegraph companies were subjected by the amendment of June 18, 1910, we held in the Unrepeated Message Case that the rules in question, being essentially part of the rates, were subject to our supervision and control, and that the classification of messages into unrepeated, repeated, and valued, "with the different rates and liabilities attaching to them, having affirmative recognition in the act itself," \* \* \* when lawfully fixed and offered to the public, \* \* \* are binding upon the defendant and upon all those who avail themselves of its services, until they have been lawfully changed."

The Unrepeated Message Case was decided May 17, 1917. By it common carriers engaged in the transmission of messages were apprised as to what, in our opinion, their practices should be in the settlement of damage claims arising through defaults in service. In order that we might be informed whether the general practice of the Western Union, defendant in the Unrepeated Message Case, was in conformity with its published rules and also to obtain further information relative to the reasonableness of the rules, that proceeding was set down for further hearing. Further hearing was had on February 20, 1918. On August 1, 1918, the President, under powers conferred upon him by Congress assumed possession and control of the defendant company and appointed the Postmaster General his agent to continue its operation. Control of the property remained in the hands of the government until August 1, 1919, and consideration of the evidence taken at the hearing of February 20, 1918, was held in abeyance during that period. Thereafter, on March 1, 1920, a further hearing was had for the purpose of ascertaining whether changes had been made in the practices of the company since the date of the former hearing, and also to afford an opportunity to parties interested to present to us any new facts bearing on the propriety of the rules. At this later hearing petitions in intervention were filed on behalf of various stock, cotton, and grain exchanges and other associations. In the interest of uniformity the general investigation was subsequently instituted.

At the hearing on March 1, 1920, the contention was urged that a telegraph company, as a common carrier, may not lawfully undertake by contract, rule, regulation, or in any manner to exempt itself from full liability for errors or delays in the transmission of messages, and that all such rules restricting liability are void. This question is foreclosed by the decisions of the Supreme Court in the *Primrose Case* and in *Postal Telegraph-Cable Co. v. Warren-Godwin Co.*, 251 U. S., 27. In

the latter case, decided December 8, 1919, which involved the extent of the liability of a telegraph company under an unrepeated interstate message, the court said:

In the first place, as it is apparent on the face of the act of 1910 that it was intended to control telegraph companies by the act to regulate commerce, we think it clear that the act of 1910 was designed to and did subject such companies as to their interstate business to the rule of equality and uniformity of rates which it was manifestly the dominant purpose of the act to regulate commerce to establish, a purpose which would be wholly destroyed if, as held by the court below, the validity of contracts made by telegraph companies as to their interstate commerce business continued to be subjected to the control of divergent and it may be conflicting local laws.

In the second place, as in terms the act empowered telegraph companies to establish reasonable rates, subject to the control which the act to regulate commerce exerted, it follows that the power thus given, limited of course by such control, carried with it the primary authority to provide a rate for unrepeated telegrams and the right to fix a reasonable limitation of responsibility where such rate was charged, since, as pointed out in the *Primrose case*, the right to contract on such subject was embraced within the grant of the primary rate-making power.

It is shown by the record that the practice of the Western Union in the settlement of damage claims, which is also followed by the Continental Telegraph Co., is not in accord with the rules it has established, but is founded upon a policy in which business considerations predominate. To secure and retain the good will of the public and to encourage a more liberal use of its facilities the Western Union makes it a point to adjust as promptly as possible at least a large percentage of meritorious claims presented to it, regardless of the class of message and of the admonition in the former report that its rules, as part of the rates, must be as strictly observed as the rates themselves. In other words, under its present practice the protection offered the sender under the repeated and valued message rates is voluntarily given for the unrepeated rate, the contractual limitations of liability being resorted to only when in the company's opinion the claim is without foundation, can not be settled for less than the cost of litigation, is unusually large, or is open to objection in some other respect.

In justification for departing from the strict and uniform enforcement of its rules it is urged that the courts of many states do not recognize the validity of the partial exemptions from liability, and, therefore, to avoid the expense of litigation claims arising in such jurisdictions are settled by agreement between the parties. This lack of uniformity among the courts in cases involving the restrictions upon the liability of the telegraph companies was referred to in our former report in the Unrepeated Message Case. It was there pointed out that one of the necessary consequences of the amended act was to put an end to all such diversity and attach to the respondent's error the same degree of responsibility in all the courts. The practice, however, is to adjust claims contrary to the rules, not only in the jurisdictions which heretofore have declined to sanction their validity but also in jurisdictions where they have been expressly upheld. It is frankly admitted that business considerations and equity dictate its policy.

On the other hand, the policy of the Postal Telegraph-Cable Company and its affiliated companies is the reverse of that of the Western Union. Since the amendment of June 18, 1910, and particularly since the former report in the Unrepeated Message Case, the Postal company has consistently declined to pay claims based on interstate messages if the amount involved is in excess of that contemplated in the contract of transmission. The effect upon its business can be readily appreciated. Unquestionably, the more liberal policy of the Western Union, when known, tends to induce patrons of the Postal company to withdraw or curtail their business with that company and transfer it to the Western Union.

It is clear that the policy of the Western Union is contrary to both the spirit and the terms of the interstate commerce act and must therefore be condemned. That the requirement of adherence to established rates and charges, as provided in the act, applies as strictly to telegraph companies as to other common carriers can not be questioned; yet that company makes it a practice, when a default occurs in connection with a message for which it charged the unrepeated rate, to assume a liability for which it holds itself out only at a higher rate. This is a plain departure from its published rules and stands on the same footing as an unlawful rebate. Those who rely upon the published rules are thus placed at a disadvantage, since others, either through ignorance of the rules or with knowledge that they are disregarded, are accorded unauthorized reimbursement for losses which they have sustained through the carrier's negligence.

The Western Union, while justifying its practice of adjusting claims in excess of its legal liability mainly on the grounds of business

policy, equity, and fair dealing, nevertheless opposes a revision of its rules which would legally impose upon it any greater degree of responsibility than it now holds itself out to assume. It urges that its financial condition will not permit the impairment of revenue that would follow if more liberal rules should be established. This view appears to be unfounded. Except for a short period following the amendment to the act in 1910, the practice of adjusting claims to the full extent of the actual loss suffered has been consistently followed, yet the surplus has been increased from \$7,733,692.52 on June 30, 1910, to \$32,518,993.99 on December 31, 1918, as shown by the annual report to the stockholders. Dividends paid in 1910 were at the rate of 3 per cent, and in 1917 and 1918 at 7 per cent. During this period the funded debt was reduced from slightly over \$40,000,000 to approximately \$32,000,000.

In considering the reasonableness of the rule limiting liability in the case of an unrepeated message to the amount of the toll received for sending it, the evidential effect of the voluntary practices of the Western Union, which handles 75 per cent or more of the telegraph business of the country, can not well be overlooked. Prior to 1910 that rule was never observed, and all claims for damages were referred to and dealt with by the legal department without reference to its limited liability. Following the amendment of 1910 the conclusion was reached that thereafter there could be no latitude in the adjustment of claims, but that settlement would necessarily be made on a standard basis under fixed rules determined by the laws of the different states or the federal laws. Under date of May 8, 1911, authority was granted the general superintendents to settle all claims up to \$500 when damage resulted from a fault in service and there was no valid contract limiting the company's liability. The superintendents were instructed to disregard the unrepeated-message condition, except in the case of claims arising or based on messages handled solely in New York, Massachusetts, California, or Rhode Island, where the validity of the stipulation was upheld except in the event of gross negligence. In 1913 the policy was altered, and claims were thereafter settled according to the discretion of the superintendents or managers. Since then adherence to the contractual limitations has not been required. It thus appears that the restricted-liability provisions are not resorted to in the case of meritorious claims which are reasonable in amount.

So far as the record shows there has been no substantial change in the Western Union's rule disclaiming responsibility for negligence in the transmission or delivery of unrepeated messages since it was first established, over 50 years ago, notwithstanding that the efficiency of the sending and receiving instruments has been greatly increased and that new appliances have been adopted which reduce the possibility of error to a minimum. Formerly all land-line messages were handled by Morse operation, which required manual transmission in the Morse code and receipt by sound. At the present time substantially one-half of all the messages transmitted by the Western Union, particularly between large cities, are automatically transmitted from the sending office and are received on machines which print the message directly upon the telegram blank. It is asserted by that company that the automatic printing system is the most accurate known for handling messages over long distances, and that the automatic sending instrument affords the most rapid and accurate method of transmission. Apparently, the experience of the Postal company with automatic devices has not been so satisfactory, as that company continues to employ manual transmission. From records prepared by the Postal company it is estimated that the ratio of errors in transmission to the number of messages handled is one to 25,000 or 30,000.

A repeated telegram differs from the ordinary telegram in that it is repeated back at each stage of transmission from point of origin to destination. This class of message is seldom used, an operator testifying that in 17 or 18 years' experience he had transmitted perhaps 200 such messages. Repetition of a message is a certain guard against errors in transmission, but is no protection against delayed delivery. To many patrons of the telegraph service a delay may have as serious consequences as a mistake in transmission, particularly in the case of commercial telegrams between members of boards of trade and exchanges. Rapid transmission and immediate delivery are frequently of such importance, dealers in perishable commodities argue, that they can not afford the delay incident to repetition of their messages. It is improbable, however, that the time required to repeat a message, estimated to be no more than three or four minutes over direct wires, could cause serious inconvenience or loss, except in very rare instances. The charge for an unrepeated message includes the cost incident to its receipt, transmission, and delivery, and a profit to the company. The repetition is but one additional element of the total service, and its cost, therefore, a relatively small proportion of the original cost, while the charge is 50 per cent higher. This additional amount is compensation for the greater care in han-

dling and the extra liability assumed. So far as the record shows, a repeated message has never failed to accomplish its purpose, except in one instance where there was gross negligence. In that case the default was in delayed delivery. The fact that repetition is ordered should put the company on notice that the message is of unusual value, and thus insure the maximum degree of care in its transmission and delivery.

The valued message appears to be of no practical use in the great majority of instances, because of the impossibility of anticipating what default, if any, there may be in the service and thus determining in advance what loss may ensue. So far as a large proportion of the public is concerned this class of messages might be eliminated, as it never has been and probably never will be used to any considerable extent. If a valued message should be sent it would be handled in precisely the same manner as a repeated message; that is, repeated back at each stage of transmission, with extra care exercised in delivery. This class of message, however, is of importance to the carriers in that it places limit upon unforeseen and unanticipated losses; and the contention pressed upon our notice, that senders can not well anticipate the results of defaults in the service, is at least no less true of the telegraph companies.

The present record amply demonstrates the need for a substantial revision of respondents' rules concerning their liability on interstate messages. All other common carriers subject to the act have attempted limitations by contracts, rules, or otherwise, except in instances where they have been expressly authorized by this Commission to maintain varying rates dependent upon the declared or agreed value of the article transported; and the record herein offers no sound reason why telegraph companies should longer be permitted to avoid liability for their errors or negligence or to limit it to the nominal amounts now provided for in their rules. It has been shown that these rules are not observed by the Western Union, but that, on the contrary, meritorious claims arising in connection with unrepeated messages are adjusted either to the full extent of the loss suffered or on a basis satisfactory to the claimant. While that company declares that it is ready to abide by its rules as now published, it contends that its present practice is better from all viewpoints. That practice, as hereinbefore stated, contemplates full payment of claims by general superintendents or general managers up to \$500 without submission to the legal department and without reference to the contractual defenses.

The Postal company vigorously opposes any increase in its liability, principally on the ground that its revenues would be insufficient to meet the additional expense. No figures were presented, however, to indicate the probable effect upon the company of assuming liability for defaults in service due to its own negligence, subject to more reasonable limitations, and there is nothing of record to justify the assumption that its revenues would be seriously impaired. In any event we are not prepared to concede that a public-service corporation may rely upon its financial condition as a justification for refusal to establish reasonable rules and regulations. Certain information relative to revenues, expenses, surplus, dividends, etc., of the various companies affiliated with the Postal company was called for at the hearing, but has not been supplied.

**Present Rules Held Unreasonable.**—Upon consideration of the record we find that the present rules of the respondents restricting their liability for negligence in the transmission or delivery, or for nondelivery, of unrepeated and repeated interstate messages are and for the future will be unreasonable; that the maximum liability in the case of a message for the transmission of which the unrepeated rate is charged should be not less than \$500, and for a message received for transmission at the repeated rate, \$5,000, which limitations we find to be reasonable as parts of the respective rates. Provision should be made for the transmission of valued messages under a liability limited to the value stated in writing by the sender of the message at the time it is offered for transmission upon payment of the repeated rate plus one-tenth of 1 per cent of the stated value in excess of \$5,000.

An order in accordance with the foregoing findings will be entered.

Potter, Commissioner, dissenting, said: I can not concur in the view that the liability of the respondents should be increased. We have the right to make regulations designed reasonably to assure the performance by the respondents of their duties. Existing arrangements, I think, are sufficient to that end. As I see it, the Commission by its majority report has departed from the field of regulation and entered the field of corporated management and business policy. If the increased liability benefits the public and brings about an increase of burden to the respondents, that increased burden will be an expense which through increased rates will be passed along to all whom the respondents serve. The result of compliance with our report will be,

therefore, to create a sort of insurance relation by which the individual sender of a message will be insured at the expense of senders in general. This might be a desirable arrangement, but whether it should be adopted as a part of the relation with the respondents and among those they serve is a business question rather than a matter of service regulation. To my mind, those who desire insurance should pay for it and should not be accorded it by us at the expense of others. Existing arrangements amply secure those who are willing to pay for their insurance.

#### ORDER.

It is ordered, That said respondents be, and they are hereby, notified and required to cease and desist, on or before July 13, 1921, and thereafter to abstain from maintaining or applying the present rules and provisions limiting respondents' liability for errors or delays in the transmission or delivery, or for nondelivery, of interstate messages by telegraph to amounts not less than \$500 for each such message received for transmission at the unrepeated-message rate, or less than \$5,000 for each such message received for transmission at the repeated-message rate, or less than the amount at which any such message received for transmission at the repeated-message rate shall be valued in writing by the sender thereof when tendered for transmission and upon payment thereof to the respondent concerned of an additional charge equal to one-tenth of 1 per cent of the amount by which such valuation shall exceed \$5,000.

GEORGE B. McGINTY, Sec'y.

#### Paternalism v. Individualism.

[Continued from page 861.]

culture, can result and must result in the suspension or rescinding of designation of contract market, and that such action shall be final and conclusive, unless an appeal is taken to the Circuit Court of Appeals by such Board of Trade within fifteen days after the indictment by the Secretary of Agriculture.

The ordinary judicial processes of our country are set aside and reversed under this law, which sets forth that in case a Board of Trade attempts to have a suspension stopped or set aside, the court must consider the evidence submitted by the Secretary of Agriculture as the evidence in the case, and that such court shall affirm the order of the Secretary of Agriculture, unless it is shown by the Board of Trade that the order is unsupported by the weight of the evidence, or was issued without due notice, and without a reasonable opportunity for a full hearing by the Board of Trade.

No such regulation of business has ever in the history of this country been delegated to a single man, not even to a President, in time of peace. The Secretary of Agriculture is further provided with authority under this bill to make such investigations as necessary, ascertain such facts as necessary and "in his discretion," using the words of the bill, publish such portion or all of these details of business as his wisdom may direct, or as he may deem of interest to the public.

This bill is the child which has been born of agitation and of legislation. Very fortunately for the American people, this measure has not yet been passed on by the Committee in the Senate, which will investigate this measure, and neither has it been voted on in the Senate of the United States, nor has it been signed by the President of the United States. These avenues are yet open and it behoves the American people to study this question dispassionately, but most thoughtfully, and, after having examined this attempt at legislative cure, to advise their senators and representatives of their opinion in the matter.

This unquestionably might be a perfectly harmless bill and a very good bill, if there could be found in the world a man so wise, so super-human, as at all times to be able to construe financial, crop and business conditions, not only nationally but internationally, with an exalted, inspired understanding approaching the infinite.

We have to view these measures in the light of what harm they might do at some future time, and certainly this puts an authority and responsibility in one department which it would seem that no man would be willing to undertake. It may not be unwise to suggest that if such a bill as this becomes the law of the land, we may expect in time, complete destruction of the government in business of each individual of the country, not alone in the factory and in the city, and in the hamlet, but also on the farm as well.

# Oklahoma Grain Dealers In Their Annual Convention

The twenty-third annual meeting of the Oklahoma Grain Dealers Ass'n was called to order by Pres. W. M. Randels of Enid, in the Skirvin Hotel May 18 at 2:15 P. M. with 195 registered at the opening.

In the absence of the Mayor, City Attorney A. W. Estis welcomed the dealers to the Capitol City and R. E. Nelson of Clinton responded. From Mr. Nelson's response we take the following:

#### VICE-PRESIDENT NELSON'S RESPONSE.

I am grateful for this opportunity to express in behalf of the Grain Dealers present, and in behalf of our Association our appreciation of the courtesy that has been shown us. We all appreciate the spirit which has always existed in Oklahoma City for making visitors welcome.

It is our privilege to come together again in this our Annual Convention, after passing through what has been the most remarkable year in all the history of the Grain Business.

It is needless to dwell upon these things of the painful past, however, as they are too vividly with us to need much mention and it is only as we view them in the light of past history, we plainly see them as part of the great recession, "back to normalcy."

The business of producing and the business of marketing are very closely related and the things that affect the producer must perform affect the dealer and it is a truly remarkable condition indeed that brings about in the short period of eight months, a decline in wheat from \$2.75 per bushel to \$1.00; in corn from \$1.75 per bushel to 30c, and in kaffir from about \$3.00 per cwt. to almost nothing. It is a splendid tribute to the business integrity of our membership, and to the grain business as a whole to have withstood such drastic changes.

While it is hard to adjust ourselves to the fact of a big volume of business done in the past year, which in most cases show us a loss in direct proportion to the volume done, yet, when we view the conditions under which we worked, we feel thankful we have enough left to start in another year.

**Freight rates.** It is our hope to have some relief at an early date as we all know the present level of prices for farm commodities will not sustain the present level of rates without working infinite harm. Freight rates vitally affect the farmer, as the cost per bushel for transportation must be deducted from the delivered selling price.

A few years ago with prices for grain practically at the present level, the freight per bushel on wheat and corn to the gulf, and to the larger terminal markets ranged from 10 to 15 cents per bushel, at this time they average 25 to 30 cents per bushel or practically double.

The work on the part of the various farm organizations in behalf of more economical system of marketing, could better be turned to advantage in an organized effort toward lower freight rates.

The board of trade is now held responsible for the great slump in prices of grain, it being looked upon as a sinister instrument for beating down the price. It might be recalled that during the first year or two of the war when prices of grain were soaring, that a similar complaint was lodged against boards of trade, with the exception they were not made by the producer, but by the consumer and the accusation was that the market was "manipulated" UP instead of DOWN.

With world conditions so much unsettled, it has made speculation in options entirely too risky and the margins required to protect trades have been so heavy that only the smallest volume of trading has been done, consequently the option markets have had no particular steady influence.

In order to prevent great fluctuations it is absolutely necessary to have trading in such volume that all offerings either to buy or sell will be readily taken. When there is no volume the market gets very little support and the great advances or declines.

Most of the troubles we are now wrestling with are part of the abnormal state of affairs that exists all over the world. Sound reason and sound thinking will prevail and we will once more enjoy a period of stability in the grain business that will enable us to feel we are tied to something safe and dependable instead of being forced to drift at the mercy of swiftly changing sentiment.

Pres. Randels refused to make an address and called upon the Sec'y for his annual report.

Sec'y C. F. Prouty presented his reports as

Sec'y-Treas. from which we take the following:

#### Secretary's Annual Report.

As a drill master directs his men, may I give you the command, "Eyes Front!" as a slogan for the coming year. Little is gained by a retrospective survey, except as the wrecks and pitfalls of rockvalley may help us to travel more cautiously the boulevards ahead. We know the problems of the past, the hardships we have endured and overcome, so why not let the dead past bury its dead, and "Eyes Front!" press forward to a year of greater achievement. And one of the first duties which lies to our hands is bringing about a closer, friendlier relation between farmer and grain dealer. This farmer movement which is being so widely promulgated today is a movement of agitators, working for their own ends, and not the advancement of the farmer interests. We should cultivate our farmer friends, our business depends upon them and their success upon us. The farmer can aid the grain trade by raising better grain, and in turn be helped by better market prices and more efficient handling of his commodities.

Much of the agitation which looms over our heads is the result of unrest and consequent laxity in transactions, a turning toward new and seemingly rooseate visions of prosperity promulgated by agitators. A laxity of the morale of the business world, due partially to reaction from the stress of the war times, and partly to a discrimination in laws against certain classes and favoring others. What the business world needs is to clean house and purge from its ranks the men who, for selfish gain alone, are corrupting and tearing down the strongholds of our land.

Is Governmental interference in business to be tolerated, or are the same heads in Congress strong enough to stem the present tide of agitation along that line? The world seems topsy-turvy, and the cry of change in the present business methods, regardless of consequences, is heard on every hand.

**Take our transportation situation**, and the recent declaration of the Chairman of the Interstate Commerce Commission that rates could not be reduced as they were not yielding the 6 per cent to the carriers, as the transportation act provides. This being true, and with no immediate relief in sight through the Interstate Commerce Commission, it behooves us as shippers to take some action that will bring before our Representatives in Congress the situation as we see it with reference to reduction in freight rates, which in my opinion is more responsible for the present criticism of the middle man, and his methods, than all else.

**Grain Doors or Cooperage Claims:** Carriers are required to furnish suitable grain doors or grain door boards to cooper cars for bulk grain shipments, and the shippers are required to install them. In the event the carriers do not furnish the necessary material and it becomes necessary for shipper to furnish his own material, the carriers should reimburse the shippers. Claims for lumber so provided should be made to the Division Superintendent. Some of the lines make provision in their tariffs for the payment of these claims; others do not. In case it is not provided for in the regular published tariffs, claim will have to be handled through the Interstate Commerce Commission as a reparation claim.

**Grain Door Claims, i. e. Leakage through grain doors.** As stated above the shipper must install the grain doors and if he does so in a workmanlike manner, and to the best of his ability, with the materials furnished, the shipper should not be penalized for grain door leaks. Shipper should be in a position to make affidavit setting forth that the cars were properly coopered.

**Clear Record Car Claims.** The law contemplates that where shipper loads a certain quantity of grain at point of origin and the carriers deliver a less amount at destination, the carriers must accept liability for the shortage. It must be understood that it is incumbent on the shipper to support his billing with an affidavit of weight.

**Delayed Claims:** When carriers accept your grain shipments it is with the understanding that they will give the shipment a reasonable service, and in the event a reasonable service is not given, the carriers are responsible to the shipper for the damage resulting. The measure of damage sustained is the difference in value of the shipment at the time it should have arrived, and the time it did actually arrive. Whenever the above facts are properly supported, the claim can be collected.

**Decline in Grade:** When grain goes out of condition in transit by reason of unusual delay,

the difference between the grade at point of origin and destination is the measure of shippers damage. When there is no official inspection available at point of origin it is very difficult to determine just what your damage is.

**Claim Department:** Our loss and Damage Claim Department is not meeting with the support it deserves. So far it has not received sufficient patronage to put it upon a paying basis; has in fact been operating at a financial loss. This Department cannot continue at a loss, and it is too great an asset to lose, consequently, unless the Ass'n members rally to its support, by taking advantage of its valuable service, it will become necessary to increase the cost of such service.

**Legislation:** Our Legislature has come and gone, and with it the proposed legislation meant to destroy the industries of the State. If there could be just reason for the enactment of such measures in the way of benefits to those who propose them, we would be inclined towards our usual course of co-operation, inasmuch as this Ass'n seeks nothing but what is fair to producer and elevator alike. We realize that misrepresentatives of the farmers, rather than farmers themselves, are responsible for proposing this class of legislation, yet we are at a loss to understand the purpose for which such efforts are made.

Legislators are, as a class, men who want to do what is best for all, and their general inclinations lean towards constructive, rather than drastic action. Too often in the rush of business, bills are passed by members who have given no careful thought to the ultimate result. When a careful survey of the results of bills was made by legislators, a complete change of heart and vote was the result.

**Uniform Trade Rules:** I have been having considerable correspondence with Kansas and Texas interests relative to a move to secure a uniform trade rules for the three Associations. Trading between the dealers of the three states in various classes of grain has been responsible for this suggestion, inasmuch as the various dealers' needs are identical, and their business methods much the same, many of the rules which govern them through their Associations are different. If a uniform set of rules could be adopted, agreeable to each of the three Associations, we believe it would work to the advantage of all concerned.

**Trade controversies** have been more in evidence during the past year than ever before, and your Secretary's office has been the medium through which a large volume of these have been adjusted without arbitration.

We want to impress upon the members the vital importance of their written contracts. Many Arbitration cases would be avoided, and fewer lawsuits would be started if more care were exercised. Practically all contracts are made by telephone, and in litigation of any kind one person has no advantage over the other when this kind of evidence is introduced. The buyer may send the seller a written confirmation of the purchase as made by telephone, but the seller does not send the buyer a confirmation of sale, neither does he acknowledge the receipt of the confirmation of purchase from the buyer. The seller for any reason, does not ship the commodity sold by telephone. The buyer is compelled to resort to arbitration or the courts for redress. What would be your standing before these tribunals? The seller puts up the plea that he did not sell you the commodity. The buyer produces copy of his confirmation, the original of which he claims he mailed the seller. The seller claims he never received the confirmation. Where do you stand? Where is your proof that he did? Either tribunal is likely to take the position that the minds never met and no trade was consummated.

All this cause for dispute could easily be eliminated if more caution was exercised at the time of making contract. There are various ways to avoid these disputes. Make your contracts in duplicate and send to the buyer or seller, as the case may be, and insist that no contract exists until the other party to the contract has signed the duplicate and returned same to the sender. Or by attaching a postal card for signature acknowledging and accepting the confirmation. This makes a complete contract, signed by both parties. Look well to your contracts and avoid arbitration and litigation of all kinds.

**Arbitration:** This feature continues to be one of the most important adjuncts of the Association, and while it functions only as necessity demands, yet it renders a service without which associations cannot exist. This Committee during the year has passed upon fourteen cases. Of those eight were appealed to the Tri-State Board who reversed decisions in only two cases.

**Inspecting and Testing Scales:** In May, 1915, after conferences between Carriers and Shippers, a plan was worked out and agreed upon whereby at a uniform price the carriers were to inspect all scales in the State over which grain was weighed. This plan has been in effect up until the present time; however, there has been a growing feeling among our shippers that this inspection was inadequate unless the carriers would agree to extend their service to include, at time of inspection, any

reasonable adjustment necessary for making the inspection record show that the scale was in perfect working condition.

At a conference with the interested carriers and our Scale Committee, on Feb. 10th, the carriers presented a new schedule of prices which are considerably in advance of the old ones, and upon which our Committee did not agree pending the carriers taking under advisement the question of repairing under-scales when found weighing incorrectly at time of inspection. Up to this time no agreement has been reached.

**Wheat Loss Committee:** This Committee, of which the President of the National Ass'n is Chairman, is preparing to renew its efforts before Congress to secure relief to persons who owned wheat of the crop of 1917 before the announcement of the Food Administration price fixing policy with respect thereto, and who sold such wheat after Aug. 11th, 1917. The States interested in this movement include Illinois, Missouri, Kansas, Texas and Oklahoma, and the Chairman of the Oklahoma Committee is Mr. J. W. Maney of this city. This Committee will go to Washington about June 1st, if their present arrangements are carried out, prepared to stay as long as is necessary in bringing about through Congress this adjustment.

Local meetings have been held throughout the year and should be taken up anew, previous to the movement of the new crop. These meetings should be held wherever needed, and as many times during the year as requested. They are a means of bringing the shippers closer together in their several localities, in fact, they are indispensable in the carrying on of Association work.

**Membership:** Our Association is stronger both numerically and financially than a year ago. We have lost during the period from May 1, 1920, to April 30, 1921, which covers our fiscal year, forty-seven members, while to offset this we have taken in sixty-six new ones, giving us a total membership on April 30th, of 234.

#### TREASURER'S REPORT.

FROM MAY 1ST, 1920, TO MAY 1ST, 1921.	
Total receipts from all sources.....	\$7,860.52
Expenditures—	
Office rent .....	246.36
Traveling .....	489.33
Phones and telegrams .....	187.84
Postage, printing & stationery .....	239.41
National Association Dues.....	195.00
Legislative Expense .....	101.60
Expense last Annual Conven-	
tion .....	228.52
Secretary's Salary .....	5,000.00
Total Expense .....	\$6,688.06
Balance .....	\$1,172.46
Due from Ass'n Dues .....	112.50

Frank J. Wikoff, Pres. of the Tradesmen's National Bank, in reviewing the Financial Situation gave the dealers an optimistic assurance for a gradual return of normal business conditions. Mr. Wikoff condemned the impractical attempts of politicians to enact laws at variance with the economic laws of the world. The laws may clutter up the statute books, but will not interfere with the law of supply and demand. The banker cannot control business, he simply follows conditions as they develop. Four big problems confront the people of the United States before we can hope to get back to better business.

Taxation is fundamental and must be right if our people will prosper. We have been taxing thrift, industry and enterprise. It would seem much better to tax spending, indolence, wastefulness. Our revenue should be raised from sales.

America should be saved from those who wish to come here and be Americans. Immigration must be rigidly regulated. Foreign trade must be encouraged and fostered by merchants. Banks should not be asked to grant long time credits for the extension of foreign trade.

Our transportation problem merits close study. The conflicting interests involved demand more careful consideration and less legislation. We can not hope to progress without more intelligent treatment of this problem.

Collective bargaining is disturbing our marketing system, but I do not believe it can bring any improvement for any class of our citizens. Laws should be made for all without exception or discrimination.

I have just returned from a four day con-

ference of the executive com'ite of the American Banker's Ass'n and the consensus of opinion is that we are starting back on the up grade.

You want to know if there will be money to handle wheat this fall. There will be plenty if the movement of grain on its way to stable markets is not retarded. Keep grain moving, but guard well your title.

B. L. Hargis, Pres. of the Kansas City Board of Trade, addressed the dealers on Paternalism vs. Individualism. His address is quoted elsewhere in this number.

W. A. Barlow in addressing the dealers on Avoiding Difficulties at the Port of Galveston said:

#### Unclaimed Cars at Galveston.

Many times I have known of four to five hundred unclaimed cars of grain on Galveston Island at one time and in a few cases 900 unidentified cars. This causes the railroads considerable trouble and expense trying to learn names of the owners. I have known of the Santa Fe sending 125 telegrams a day to billing agents trying to learn holder of B/L and to get disposition instructions from owner.

When cars arrive the grain is immediately graded by the licensed inspector. If left long on track grain must frequently be inspected a second time, which adds to shipper's expense.

When shipper knows thru what elevator buyer is operating, he should bill the grain direct to that elevator. When so billed carrier will press elevator to unload the grain promptly.

Shipper can expedite the unloading of grain which has been sold to an interior point and after rejection forwarded to Galveston for export by requesting exporter to claim car upon arrival.

Carriers do not object to holding cars a reasonable time if they know elevator which will handle it. When the ownership of grain is known the elevators invariably unload cars in the order of their arrival. The original shipper must bear any loss due to deterioration in quality so it is directly to his interest to see to it that the Galveston representative of the exporter claims car upon arrival.

It may surprise you to learn that many cars remain in Galveston for months unclaimed while both carriers and receivers were continually striving to locate owner.

Shippers will promote their own interests by tracing buyer frequently for final returns, or at least for evidence that your shipment had been unloaded.

Galveston welcomes any suggestion that will relieve the situation which is costing all concerned considerable money and more or less anguish.

John Fields of Oklahoma City suggested that speakers on grain marketing subjects refrain from condemning their actions as un-American, because we are all American citizens and have the constitutional right to do as we wish with our own. Let the farmers try some of the schemes for marketing their products. If they can do it more efficiently, it is right that they should do so. Nearly every new farmers ass'n starts a new farm paper, but I am still able to continue in the publishing business. The final test of existence must always rest on efficiency and usefulness.

More than one-sixth of the farms of Oklahoma have no cattle and more than 50,000 children on Oklahoma farms have not tasted milk since they were horned away by a younger child. Thousands of Kansas farms are without cattle, hogs or chickens.

Mr. Fields read from the Book of David and recited the following prayer:

#### Beyond the Profit of Today.

Lord, give me vision that shall see  
Beyond the profit of today  
Into the years which are to be,  
That, I may take the larger way  
Of labor and achievement; so  
Help me fashion, staunch and sure,  
A work my fellow men shall know  
As wrought to serve—and to endure.

I seek for fortune, Lord, nor claim  
To scorn the recompense I earn;  
But help me, as I play the game  
To give the world its just return.  
Thou mad'st the earth for all of us.  
Teach me, through struggle, strain and stress  
To win and do my share, for thus  
Can profit lead to happiness.

Guard me from thoughts of little men  
Which blind the soul to greater things;  
Save me from smug content and then  
From greed and selfishness it brings;

Aid me to join that splendid clan  
Of business men who seek to trace  
A calm, considered working-plan  
To make the world a better place.

Lord, let the faith of these be mine,  
A creed creative, simple, true.  
Let me but aid in their design,  
Let me but share the work they do;  
Teach me to hold this task above  
All lesser thoughts within my ken,  
That thus I may be worthy of  
The name of Business Man; Amon!

B. E. Clement, President Grain Dealers National Ass'n addressed the dealers on Co-operative Marketing and the Bureau of Markets. His address is quoted elsewhere in this number.

Pres. Randels appointed as a Resolution Com'ite Dick O'Bannon Claremore, Myron Humphrey, Chickasha and C. E. Munn, Enid.

Nominating Com'ite J. S. Hutchins, Ponca City; M. C. McCafferty, Enid and Geo. Moore, Oklahoma City.

Adjourned to 10:00 A. M. Thursday.

#### Thursday Morning Session.

The Thursday morning session was called to order by Pres. Randels at 10:35 who called upon H. H. Schutze of the U. S. Dept. of Agri. to tell of the condition of the growing crop. He said:

On May 1st Oklahoma farmers held 10% of the wheat or four to five million bushels. The condition of the growing wheat was 84%, but since then it has gone back 12%. Oklahoma's wheat acreage is 100% of 1920. The causes of damage are orange leaf rust, cold weather and the green bug.

The oat acreage is 107% of 1920; condition poor.

The acreage planted to corn is 95%, but the farmers are still planting.

W. K. Vandiver, Transportation Commissioner of the National Ass'n, spoke to the dealers on transportation problems, dealing with the same topics presented recently to the other state meetings.

Geo. F. Milburn, Fairland: During the period of the U. S. Railroad Administration the annual rental for our elevator site on the Frisco was advanced to \$25. When we received the bill for this year's rental, we protested to the Frisco authorities and they voluntarily reduced our rental to \$12 per year.

Mr. Vandiver: If any dealers experience trouble getting their rentals reduced to a reasonable figure, we will be glad to know of it and to try to help you to obtain a reasonable reduction.

Roy Wright, Helena: I have been trying for two years to induce the Frisco to inspect my scales, but the railroad claims it has not sufficient calls for inspection at that station to justify sending the scale testing car. How can I get semi-annual inspection?

Mr. Vandiver: I will take the matter up with the Frisco officials and see if we can secure more frequent inspection of your scales.

C. E. Munn, Enid: Is it customary to assess a reconsigning charge when the order notify shipment is not moved, but the B/L is surrendered and the bill for the freight is charged to one other than the man named in the original B/L?

Mr. Vandiver: Yes, under the present rules. A protest might be filed that would lead to a change in the rules. I will be glad to apply for a change, if you will send me a statement of the case.

The bad condition of the railroads' box car equipment calls for a lot of repairs before the new crop starts to move and we have taken up the matter with the proper authorities in hope of getting them placed in condition to carry grain safely to destination.

Adjourned to 2 P. M.

#### Thursday Afternoon Session.

Pres. Randels called the closing session of the convention to order at 2:30 p. m. Mr. McCafferty, chairman of the auditing com'ite, read a report of the financial condition of

# The GRAIN DEALERS JOURNAL.

the ass'n as shown by the treasurer's books which the com'ite had found to be correct.

A report of the claim dep't was read by Mr. Gayle of Musson & Gayle, claim adjusters of the ass'n. This showed that a total of 388 claims had been filed for various members of the ass'n and a detailed list was submitted for filing in the records. About 20% of these claims were described as having been declined by the carriers before they were submitted to the adjusters for handling.

Mr. Gayle stated that the experience of a year has shown it to be impossible to continue to serve the ass'n satisfactorily on the basis of receiving as compensation 10% of the amount recovered and upon motion by Mr. Prouty this allowance was increased to 15% on regular claims.

In speaking of claims for war tax Mr. Gayle stated that between \$16,000 and \$17,000 of such claims have been accumulated. A ruling of the treasury dep't requires that each shipment be traced thru to destination and this requires the sending of a man to the port for the purpose of checking the records there, while later it will be necessary to go to Washington to push the matter. In view of the extra expense involved, he asked that his firm be allowed 25% of the amount recovered for its services.

U. F. Clemons, Marshall: How far back can the dealer go in making up his war tax claims?

Mr. Gayle: All claims may be presented, but it will be necessary to file them before Sept. 1.

Upon motion by E. S. Bouldin, Muskogee, the fee for this work was placed at 25% of amounts recovered.

C. W. Callerman, supervisor of county agents, spoke of the Boys Wheat Club work which the ass'n has been helping to support. He said that members of the clubs produced 33,868 bus. of wheat last year, it being valued at over \$55,000, and that the boys had over 200 exhibits at the state fairs. The ass'n was asked to continue its support of the movement.

J. H. Shaw, Enid, moved that the work be left alone because county agents have been active in opposition to grain dealers and in the organization of co-operative organizations.

J. S. Hutchins, Ponca City, spoke in favor of the work and said that it is of great benefit to the boys who should be encouraged. He offered to subscribe \$25.

After considerable discussion, in which Mr. Callerman explained that county agents who are antagonistic toward grain dealers, and who are laboring for the organization of marketing ass'n's are doing this in direct opposition to their instructions, the sec'y was instructed to pay \$200 from the treasury of the ass'n to the club work.

Charles S. Clark, when called upon by Pres. Randels to make a few remarks to the dealers, pointed out the necessity for study on the part of grain dealers to master the problems of their business in order that each may be enabled to serve his community more effectively. He stated that the agitation of years to bring about the elimination of middlemen has not resulted in removing one, because if a person or agency engaged in the service of handling products between producer and consumer has been removed it has been, but to make way for some substitute agency that in most cases has proven far less efficient than the first.

The report of the resolutions com'ite was read by Dick O'Bannon, Claremore, its chairman, and the following resolutions were unanimously adopted:

## Resolutions.

### Oppose Sales Tax.

Whereas, there has been brought to the attention of the members of the Grain Dealers' Ass'n of Oklahoma, in convention assembled at Oklahoma City this 19th day of May, 1921, pending national legislation in the form of the so-called "Smoot Bill," which is to us represented as seeking to levy a tax of one percent upon gross sales; and

Whereas, such a tax as applied to grain sales

would be confiscatory unless it should be all-inclusive, and scientifically distributed from, and between, the grain field and a finished manufactured product; and

Whereas, exemplification of the proof of this charge of confiscatory principle in the case of grain should the so-called "Smoot Bill" become law, was given our ass'n yesterday, in another connection, when a speaker referred to his knowledge of certain cars of wheat having changed ownership as many as fifteen times before reaching the port of Galveston; now

WHEREFORE, Be It Resolved that we convey to the members of Congress from Oklahoma our sense of alarm and our unalterable opposition as we contemplate the enactment of any measure which shall lay upon grain sales such a tax as is credited to the provisions of the so-called one percent "Smoot Bill."

That if confiscatory taxes must be laid in an effort to support the government, those taxes shall, by gradation reach downward from the luxuries indulged by our people and but lightly touch the products of farm and ranch until such products shall have passed from without the realm of necessities and shall have passed into the realm of luxuries.

### Favor Uniform Trade Rules.

WHEREAS, our Sec'y has recognized the efforts of members of our own and neighboring ass'n's to lay foundation for a codification of grain trading rules to the end that uniformity of rule may obtain in the States of Kansas, Oklahoma and Texas; and,

Whereas, expressions in general are favorable to this plan of setting up uniform trading rules for these three States through their Grain Dealers' Ass'n's, therefore, be it

RESOLVED, that as an expression of our faith in the purpose of those who are putting forth this plan, and as an expression of our desire as an Ass'n to become a party thereto, we memorialize both the Kansas and the Texas Ass'n's to the foregoing effect, and ask them to signify at once to the Executive Com'ite of the Oklahoma Ass'n that their respective ass'n's through the proper ass'n authorities of each, shall, at the end of sixty days, name two members from each ass'n to meet with two members of the Oklahoma Ass'n for the purpose of, (and clothed with authority to, when acting as a committee of the whole,) reducing to exact verbiage all rules of each of the three ass'n's, when such rules aim at a common result.

The report of this com'ite of the whole to be adopted in turn by each ass'n through its executive com'ite, within thirty days after such report comes into the hands of the respective executive com'ite chairman.

That all by-laws which are in hindrance of this move be by common consent set aside on order that this needed and important work may be pushed to an early conclusion.

### Oppose Government Meddling.

WHEREAS, the excellent program which marked the afternoon session of the convention of the Grain Dealers' Ass'n of Oklahoma at Oklahoma City, May 18, 1921, brought forth many expressions from proponents of one cause and another, and

Whereas, sundry of these expressions were highly antagonistic one toward another, therefore, be it

RESOLVED by the Grain Dealers' Ass'n of Oklahoma, in Convention assembled this 19th day of May, 1921, that we as a body desire to present ourselves before the world at large, and before Oklahoma Members of the Congress of the United States as adopting no heated expressions, nor holding heated views; but that we, as a body of tradesmen living close to the farmers of Oklahoma, and sharing alike in their prosperity and adversity, do view, with reasonableness, such efforts as our farmers shall make for the betterment of their economic condition.

That we are apprehensive only in connection with the possible unwise use of such power as may come to farmers through erratic or ill considered efforts to organize upon basis of a drastic or revolutionary plan predicated upon promises, some of which we know it to be impossible to realize upon.

Therefore, in committing ourselves to these sentiments, we desire to have conveyed through our Ass'n Officials to the members of Congress from Oklahoma:

1. Our disapproval of the lending by government of men to the cause of farm organization for so-called direct-marketing purposes.

2. Our disapproval of the enactment as a farm measure, or under whatever other guise, of any national legislation having as a part of its plan the regulation of the grain exchanges of the country by any one man or any small group of men; or regulation other than by properly enacted constructive, duly-corrective and sane statutes.

### Reduced Freight Rates.

Whereas the present low value of grain at American points of consumption, taken in connection with, or reduced by the enormously high freight rates, brings so meager a result in the form of net proceeds to the farmer for his grain at country stations, or in the fields; and,

Whereas, the situation is such that discouragement confronts the farmer and there is not incentive for him to produce under these conditions, and,

Whereas in the consideration of freight rates now in effect, it is believed that these rates are

the result of the so-called six per cent section of the Transportation Act, effective March 1, 1920, which said section instructed the Interstate Commerce Com'isn so to levy freight rates upon all traffic as would bring returns as nearly as possible to six per cent of the value of the railroad property devoted to public use; and,

Whereas, it is learned that the Interstate Commerce Com'isn through a public address made by its chairman, informed the citizenship of the country that freight rates could not be reduced for the reason that rates now in effect had not, up to the present time, yielded to the railroads the six per cent which the said Transportation Act undertook to insure them; and, assuming from the foregoing, that no relief can be expected from the Interstate Commerce Com'isn, which, through its chairman, has spoken as aforesaid, therefore, be it

RESOLVED by the Grain Dealers' Ass'n of Oklahoma, assembled in annual convention in Oklahoma City, May 19th, 1921, that present freight rates upon grain and grain products should be materially reduced in one form or another by congressional action.

This convention does not want to be understood as saying that the prevailing low prices on grain can be charged wholly to high freight rates, for it is recognized that conditions of economic kind have entered into all readjustments of value; but this convention does, nevertheless, express itself as wholly convinced from experience and observation that the existing freight rates do stifle, limit, and to a large degree prevent the movement of the traffic of the country, and the sale of raw products upon a living basis—weighing against the price at points of consumption the very low prices which farmers are receiving at points of production.

Therefore, regarding present conditions as insufferable and believing that a material reduction in freight rates will probably not be made without a proportionate decrease in railroad operating expenses, be it resolved that we offer it as our belief that present rates of compensation as paid to officers and employees are excessive; and furthermore, that in the payment of employees there exist abuses which should be corrected; and above all, that eight hours service should be given by an employee where eight hours pay is received; and that in all cases the public should be protected to the extent that railway employees shall be led to give value received in the way of service in return for the pay such employees receive;

That a properly printed copy of this Resolution be submitted to each member of the Oklahoma delegation in the House and Senate of the United States, with a personal letter from the officers of this ass'n, asking the best attention of these members of the Oklahoma delegation.

All to be supplemented by an earnest appeal to other organizations to assist in furthering the efforts of the Grain Dealers' Ass'n of Oklahoma in this matter of working with members of Congress, looking to the repeal of the so-called six per cent section, and directing the Interstate Commerce Com'isn to reduce rates.

Mr. Hutchins reported for the Legislative Com'ite that a formal statement of its work could not be made for the reason that the sec'y had done practically all of it thru his office and that it had all been well covered in the sec'y's report.

The report of the Nominating Com'ite was read by Mr. Hutchins and the following officers were unanimously elected:

Pres., E. R. Nelson, Clinton; vice-pres., E. S. Bouldin, Muskogee; sec'y-treas., C. F. Prouty, Oklahoma City.

Directors: M. E. Humphrey, Chickasha; C. W. Goltry, Enid; Fritz Straughan, Oklahoma City; Frank O'Bannon, Claremore; L. E. Bouquot, Woodward.

Arbitration Com'ite: U. F. Clemons, Marshall, chairman; K. E. Humphrey, El Reno; Geo. L. Moore, Oklahoma City.

Member Tri-State Board of Appeals; J. H. Shaw, Enid.

Mr. Nelson was inducted into office immediately.

Mr. Shaw spoke of the practice of some car lot dealers and millers of soliciting shipments direct from farmers and that of putting a man at a station for a time to buy grain direct. He gave as an example the station of Bridgeport, where he said he and Mr. McCafferty have elevators thru which they shipped a total of 33 cars last season, while he stated that a certain mill without elevator facilities has bought direct and shipped from the same station 29 cars in the same period.

Other dealers spoke on the same matter, and upon motion by Mr. Hutchins the sec'y was instructed to notify all members about who such a complaint shall be made in future and

that they must cease the practice or be asked to resign from the ass'n.

Upon motion by P. G. Newkirk, Clinton, the previous motion was made to give the sec'y instructions to handle in the same manner all complaints against broker members of the ass'n who buy from scoopers, while an amendment by R. H. Drennan, Oklahoma City, instructed the sec'y to send a list of dealers to brokers and carlot handlers in nearby states and to request them to confine their bids and offers to legitimate dealers.

Adjourned *sine die*.

### Convention Notes.

Walter M. Browne came from Memphis, Tenn.

Arkansas City, Kansas, was represented by P. M. Clarke.

Frank Foltz, of the Maney Grain Co., was there from Omaha.

From St. Louis came T. M. Scott of Picker & Beardsley Com'ns Co.

New Orleans was represented by C. W. Bleuler, R. C. Jordan and E. L. Throgmorton.

H. D. Butts, the Santa Fe man from Galveston, was there, as usual to see the railroad men got a hearing.

New members of the Ass'n reported at the convention are Oscar J. Ewton, Sayre; Shepherd & Son, Hobart, and W. H. Edwards, Vici.

Fort Worth was represented by G. E. Blewett, Royce T. Dorsey, F. J. Fitzpatrick, S. W. Gladney, G. C. Henderson, R. M. Kelso and E. G. Rall.

Texas dealers included Dick O'Bannon, Sherman; O. W. Green, Wildorado; Walter A. Barlow, Houston; B. R. Neal, Dallas, and J. C. Crouch, Galveston.

Identification badges were furnished by the Grain Dealers Fire Ins. Co., and F. S. Rexford was in charge of registration. His count showed a total of 291 dealers registered.

Visiting dealers and their ladies were guests of the Oklahoma City Grain Exchange at a banquet served in the Chamber of Commerce rooms Thursday evening and presided over by Fritz Straughan.

Chief inspectors who came to assist in determining the true grade of things were Geo. S. Colby, New Orleans; V. L. Nigh, Fort Worth; G. C. Rhodes, Enid, and H. A. Wickstrom, Galveston.

Wichita sent G. W. Anderson, J. H. Beyer, Otto C. Beuke, Robert Wylie of Carroll Grain Co., H. L. Christy, J. W. Gerhardt the Hippie Grain Co.; W. J. Kopp, U. L. Shelton, H. L. Strong and J. A. Woodside.

Machinery exhibits on the lobby floor were a bushel tester by Fairbanks Morse Co.; model of a truck dump by the Trapp-Gohr-Donovan Co.; and a wheat and oats separator, a truck dump and a dry measure mixer.

Officials of other organizations present were B. E. Clement, Waco, Tex., pres., and W. K. Vandiver, Toledo, Transportation Commissioner, Grain Dealers National Ass'n; and B. L. Hargis, pres. Kansas City Board of Trade.

Insurance men who mixed with the dealers were V. E. Butler and F. S. Rexford, of the Grain Dealers Fire Ins. Co.; W. H. Ingalls and L. E. Hill of the Millers Mutual Fire Ins. Co. of Texas, and H. G. Patterson, of the Hartford Fire Ins. Co.

The dealers from Enid were Henry Bird, T. Conner Cones, J. R. Chapman, D. M. Dodge, Leo W. Estey, C. W. Goltry, C. L. Brown, A. R. Hacker, J. E. Jarvis, J. D. Lankford, L. A. Maphet, J. R. McKnight, M. C. McCafferty, C. E. Munn, Claud Nicholson, Miss Pearl Spike, W. M. Randels, Harley J. Scott, F. H. Seel, W. B. Johnston and J. H. Shaw.

Machinery, bag and supply men included O. C. Trapp of the Trapp-Gohr-Donovan Co., C. E. Christoph of Fairbanks Morse Co., O. H. Bollum and R. T. Carey, I. D. Allison, Star Engineering Co., G. G. Price, the Howe Scale Co., G. L. Godfrey, G. S. Markland, J. B.

Ruthrauff, the Huntley Mfg. Co., A. G. Click of Richardson Scale Co., C. F. Smith, T. G. Blocker, Adolf Mayer and L. M. Frierson.

Kansas City representatives were there in force. They were A. R. Aylsworth and W. A. Talbot of Federal Grain Co., Frank Barrett, F. D. Bruce, D. L. Croysdale, Ben U. Feuquay, Arthur Freeman of Ernst-Davis Grain Co., B. G. Estill, L. W. Fuller, Dewey F. Hunter, Dilts & Morgan, A. Huttig, Wm. Murphy, George C. Martin, Jr., E. R. Stripp, Tod Sloan, W. C. Van Horn, I. Updike and E. R. Welch.

Souvenirs given out included lead pencils by the Dorsey Grain Co. and J. Edgar Strader & Co., pocket combs by Picker & Beardsley Com'ns Co., card cases by Richardson Scale Co., leather match safes by Goffe & Carkener, leather pencil holders by James E. Bennett & Co., blotters by C. M. Clark Grain Co., rubber balloons by J. H. Lang Grain Co., and a recipe "How to Make Your Own Moon Shine" by Sun Grain & Export Co.

Oklahoma shippers included C. E. Austin, Thomas; W. M. Balthrop, Marietta; W. M. Black, Arapaho; G. G. Black, Frederick; E. S. Bouldin, Muskogee; E. O. Billingslea, Frederick; L. E. Bouquot, Woodward;

U. F. Clemons, Marshall; G. M. Cassity, Tonkawa; A. H. Clauising, Lucien; A. C. Comstock, Elk City; G. W. Chesher, Devol; B. O. Davis, Carter; R. H. Dickinson, Hitchcock; D. J. Donahoe, Ponca City; Oscar Dow, Okarche; R. W. Davidson, Pocasset; W. H. Edwards, Vici; Oscar Ewton, Sayre; S. S. Ferrell, Carnegie; Simon Ford, Indianapolis;

Justus Grigsby, Butler; W. M. Gwyn, Ardmore; O. S. Grunnett, Madill; J. S. Gibbons; T. J. Hunter, Wheatland; Harry Hunter, Okarche; J. S. Hutchins, Ponca City; G. E. Harris, Erick; W. H. Holmes, Holdenville; H. G. Jones, Hydro; H. C. Jackson, Perry; Frank Kroutil and John Kroutil, Yukon; P. N. Kroeker, El Reno; C. R. Ludwick, Woodward; J. W. Mayfield, Canute; T. B. Monical, Haskell; W. D. Mathews, Mangum; E. J. Miller, Perry; D. E. McAnaw, Elgin; R. C. Murrell, Frederick; E. V. Mashburn, Shawnee;

Frank W. Nelson, Gotebo; Michael Nolan, Salt Fork; R. E. Nelson, Clinton; F. W. Nelson, Hobart; John O'Brien, El Reno; F. G. Olson, Guthrie; M. E. Pennington, Kingfisher; A. K. Parlour, Billings; J. S. A. Pearson, Marshall; W. E. Shepherd, Hobart; F. H. Schlicht, Forgan; A. B. Reichert, Edmond; Gov. Spottwood, Norman; P. M. Shields, Hollis; G. H. Snyder, Hinton; L. T. Samuelson, Calumet; R. E. Scruggs, Red Rock; J. W. Stewart, Chelsea; J. H. Snyder, Chickasha; L. O. Street, Woodward; W. B. Tucker, Sayre; J. R. Thomas, Carnegie; E. G. Thomas, Guthrie; W. A. Teter, Woodward; O. W. Talley, Hobart; Daniel Vollmer, Anadarko; E. C. Wegener, Temple; J. A. Wyckoff, Mooreland; S. F. White, Leedy; W. W. Clark, Tuttle; F. A. Wheeler, Watonga; E. J. Webb, Sulphur; J. L. Yergler, Kingfisher; H. V. Zobisch, Geary; Fred Zobisch, Hinton.

THE EXPULSION of the Weather Man from the Crop Killers Union is the natural result of an abundance of moisture spread uniformly over the grain surplus states. Jack Frost made a faint attempt to check the flow of encouraging reports from the Winter Wheat fields but in vain and crop prospects in every section seem to persist in improving.

WASHINGTON, May 26.—Danger is threatened to the wheat crop of the central Mississippi valley region because of the prevalence of the chinch bug. The department of agriculture declared today: The infestation of that insect prevails from Texas to Missouri, where the pest is worst, through Oklahoma, Kansas and Nebraska extending through Indiana and Illinois into Michigan. The menace is not confined to wheat alone but the corn and rye crops are threatened as well.

WHEAT buyers who neglect to dock their purchases for foreign matter contained may expect to be sorely disappointed when they get their returns from destination. The Bureau of Markets insists that grain should not be shipped across State Lines unless it be properly classified by grade and so designated in billings and letters. While this practice seems to be foreign to the wishes of country wheat shippers, there is little doubt that they would profit more if they would buy all wheat strictly on grade and dock it as required by the federal grading rules.

### Proposed Changes in Wheat Grades Denied.

The Sec'y of Agriculture on May 16 issued the following statement on the proposed changes in the Federal grades for spring wheat:

On April 27 and 28, 1921, delegations from Minnesota and other central Northwestern States met in my office and requested certain changes in the Federal grades for spring wheat. During this hearing an eastern delegation asked to be heard on grades for garlicky wheat but were requested to defer their presentation until a later date, and were heard May 13, 1921, at which time delegations from Missouri, Pennsylvania and Maryland also were heard on the same subject. General hearings have not been held nor have interested parties in other sections of the country had full opportunity to present their views upon the changes proposed or the other changes in Federal wheat grades which might become necessary if the proposed changes should be granted. I have, however, received a great many telegrams and letters on the matter from other sections, most of them expressing strong opposition to any changes in the present wheat grades.

I listened attentively to all that was said at the hearings, have read the letters and telegrams received, and have gone to some trouble to consult many people who favored and opposed the changes suggested, not only those who requested interviews, but others of wide experience and practical knowledge whose judgment I asked for. Also, I have read evidence presented at previous hearings and have at hand the information gathered with a great deal of care by the Department of Agriculture through extensive investigations covering many years.

From the information gained at the hearings and otherwise, and from the most conscientious study I have been able to give this matter during the past three weeks, I have not been able to find reasons which justify any change in the present grades, except a minor change noted hereafter. Among the reasons which compel this decision are the following:

Frequent changes in grades and standards are highly undesirable and should be made only after thorough investigation has shown them to be both justified and needed.

The Grain Standards Act requires that notice of changes be given not less than ninety days in advance of their effective date. Changes made to apply to the crop of this year should become effective not later than August 15 for spring wheat and still earlier for garlicky wheat; and even then some wheat would have begun to move and many contracts therefore would have been made. Therefore, changes effective this year must be announced immediately.

I have been in office but a short time—much too short to give this matter the study its great importance demands, particularly from the standpoint of the wheat grower. I am not willing to order changes which I do not of my own knowledge feel are fully justified and will be helpful to the producer and will promote more satisfactory marketing of our wheat crop.

I have had no trouble in getting opinions and advice in this matter of wheat grades, but I have had a great deal of difficulty in getting sound facts upon which these opinions are based. The study I have given the matter makes it very plain to me that hasty or ill-considered action might result in great injustice to the wheat grower, who is least able to protect himself in such a matter, and throw our wheat marketing system into confusion to the injury of everybody who grows or handles wheat.

While I make no changes in the grades at the present time, the criticism of the present grades warrants a thorough investigation, especially as to their practical application at country buying points. I shall make such investigation during the coming wheat-marketing season, and if changes are justified they will be made well in advance of the marketing season next year.

During the hearing it was strongly urged that the words "good color" be substituted for the word "bright" in the spring wheat grades. It was contended that the word "bright" was used at times in a technical sense to the disadvantage of the wheat grower. This descriptive term "bright" was used in the old Minnesota grades, and was carried over into the Federal grades when they were established. Very few cars of wheat have been graded down solely because of failure to meet the requirement "bright," but since it is charged that the term may be used improperly to grade down wheat at country buying points I am ordering that it be eliminated entirely from the standards. There seems to be no good reason for substituting some other descriptive term for it, as that would require explanation for a long time before being generally understood, and might also be used in the same way.

# The GRAIN DEALERS JOURNAL.

## The Panhandle Grain Dealers at Amarillo.

The sixth annual meeting of the Panhandle Grain Dealers Ass'n was called to order on Monday morning, May 16th, in the rooms of the Board of City Development at Amarillo, Texas, by President Albert Hinn of Plainview.

W. B. Estes, sec'y of the Board of City Development, welcomed the dealers, the response being given by A. Liske of Canadian. The address of President Albert Hinn follows.

### PRESIDENT HINN'S ADDRESS:

I can well remember when the Panhandle Grain Dealers' Ass'n was organized, about five years ago. We had 25 grain elevators scattered over the entire Panhandle and Plains territory with total storage capacity of about five hundred thousand bushels. We had acreage in wheat producing a total yield of approximately three million bushels.

Today we have about 150 grain elevators with a total storage capacity of about four million bushels. Our wheat acreage has likewise increased to the point where we may confidently expect, taking into consideration the abundant and timely rainfall we have just had, a total yield for the entire Panhandle Plains territory of at least fifteen million bushels and possibly eighteen million; this represents growth and development for the past five years. It is my prediction that this great wheat producing section of Texas will, within the next ten years, add fifty million bushels to the nation's wheat crop.

We are approaching the end of probably the most distressing crop year we have ever had. While conditions are still more or less unsatisfactory, it is pleasing to note that everywhere a feeling of optimism is fast arising. This is based upon the new crop with the belief that there must be a change for the better, as it would seem impossible for conditions to be worse.

We have been facing deflation for the past eight months, and during this deflation all business necessarily suffered and we, as grain dealers, shared the common lot. Our business is never good on a declining market, but it was unusually hard during this period on account of the violent price decline in wheat.

The past of this crop is not pleasant to contemplate, and if the future held nothing better we might well feel despondent, but fortunately every sign points to better times.

We enter the new crop year with a promise of more business in government and less government in business. We shall see Congress refunding our great debt on some basis which will relieve the load of taxation under which we have labored the past few years. We will unquestionably soon see settlement of our foreign situation which will aid the adjustment of international financing. We shall see a tariff law enacted upon scientific lines to dictate to the needs of the world's trade and which has always resulted in national prosperity. We shall see reduction in railroad costs and a relief in burdening freight rates.

We enter this next crop with a gradually cheapening money market, a quickening industry and decreasing unemployment, therefore, while all the clouds of business troubles have not passed and there will be for months to come the necessity to "watch your step" we have every reason to be hopeful that the next crop holds better things for us and we can again enjoy to a reasonable degree a period of prosperity.

The report of Sec'y-Treas. E. R. Humphrey told of the growing interest in the organization and its work. While an excellent cash balance was shown, he spoke of the necessity of enlarging the income for the purpose of sending members of the Board of Directors to various points to work out problems coming up from time to time.

J. N. Beasley opened discussion on the unequal freight rate applying to Galveston, the Texas export point as against that to New Orleans. This led to a general discussion and it was pointed out how Texas shippers have suffered while Kansas and Oklahoma grain dealers have an outlet for their grain.

Mr. Wickstrom, chief grain inspector at Galveston, in his report stated that since July 1st, 1920, approximately 58,000,000 bushels of wheat have been exported from Galveston and that 2,000,000 bushels of wheat have been received since May 1st. He requested that grain dealers, when billing cars to Galveston, do all they can to eliminate trouble, the embargo at different times on cars being due to improper billing. He said there are at all times from 3 to 900 unclaimed cars at Galveston on which the railroad company is unable to establish ownership.

Mr. F. M. Scott of St. Louis was called upon. He mentioned the small amount of grain coming from here to that point for which he blamed the high freight rates and he urged that a resolution be passed for the securing of lower freight rates on grain and general commodities.

Mr. Barlow of Galveston said that the Santa Fe contemplated the erection of an elevator in Galveston and suggested that a resolution be made that the Santa Fe provide some facilities for the handling of grain. The discussion brought out the necessity of an equal freight rate to New Orleans from this territory as now prevails to Galveston.

Crop reports from dealers in different sections followed. Comparisons with last year show an increase in acreage from 10 to 15%, while the yield is variously estimated at approximately 80%. A good rainfall during the past week broke a long dry spell and indications are that many fields which were thought to be practically gone are now giving indications of a fair yield. This led to a brief discussion, after which the following committees were named by President Hinn:

Nominations: Harry Kearns, L. F. Cobb and L. C. McMurtry.

Resolutions: J. N. Beasley, W. T. Townsend and W. P. Dial.

Auditing: U. S. Strader and J. N. Ricks.

Membership: Lester Stone, H. C. Adams, A. B. DeLoach and Sam Lane.

The meeting then adjourned for luncheon, to be resumed at 1:30 P. M. in Woodman Hall.

### AFTERNOON SESSION.

The meeting was opened in the afternoon by the reading of two resolutions by J. N. Beasley, one being the opposition of the Association to the "Direct Sales Tax" and the other being in favor of the repeal of the "Excess Profits Tax." Both of these resolutions were duly presented and favorably voted upon by the members present.

A feature of the afternoon session was the address before the convention of W. H. Fuqua, president of the First National Bank at Amarillo, who spoke on the present financial situation. In his address he referred to Babson, the statistician, who does not look for normalcy to be reached before possibly 1924 or 1925. Mr. Fuqua's outlook, however, is more optimistic and expressed the hope that the movement towards better times may proceed at a rate that will cut from a year to 18 months off this estimate. He regards the acceptance of the allied ultimatum to Germany as something which will have a great influence on this movement of betterment.

Proposed amendments were read to the Trade Rules of the Texas Grain Dealers Ass'n, which were unanimously opposed by the dealers present.

The Truck Bill and its effect on the farming interests of the Panhandle Country came up for discussion. Mr. Henry Ansley addressing the Convention on the subject explained the law, stating that the only way to avoid its effects is to repeal it. As it now stands' an almost prohibitive tax is put on trucks of from one to five tons and almost makes necessary for the farmer the old way of hauling by ox and mule. After some discussion, the members of the Convention went on record as being opposed to this law and adopted a resolution in favor of its repeal.

It was reported that 11 applications had been received for membership and the names were submitted to the Board of Directors for approval.

The following officers were elected: Pres. A. G. Cox, Plainview; Vice President, E. W. Harrison, Hereford; 2nd V. P., A. Liske, Canadian; and Secretary, U. S. Strader, Amarillo. Directors, Arti Baker, Lockney, E. G. Shuhart, Dalhart, J. N. Beasley, Amarillo, and A. V. Nelson, Claude.

Tom Conley of Clarendon, C. R. Slay of Groom and A. B. DeLoach of Plainview were appointed on the Arbitration Committee.

This report was then followed by a general discussion during which the subject of freight rates came up, and the urgent necessity for a readjustment. A resolution was passed to petition Congress to repeal the Adamson Bill and the Clayton Act with a view to reducing cost of transportation. The Single Tax Bill also came in for a good share of the discussion against the excess profit tax, pro and con.

The Tincher Bill, too, came up for reading by E. R. Stripp of Kansas City. A resolution was passed to send a telegram to Congress protesting the passing of this bill.

The meeting was concluded by a general discussion on the grading and sampling of wheat, during the course of which many humorous incidents were brought.

An enjoyable banquet was served those attending the Convention, a few ladies being in attendance, at the Amarillo Hotel. As many were leaving on the train at 7:00 P. M. for the Convention at Oklahoma City, no discussion was entered into here. After the banquet, those who remained were entertained at the Fair Theatre.

### Bank Liable Under Exchange Rules For Negotiating B/L.

The Supreme Court of Nebraska on Apr. 11, 1921, decided in favor of the Standard Grain Co., plaintiff, against the State Bank of Omaha, defendant, charged with conversion of three cars of corn by wrongfully negotiating Bs/L.

In sustaining the validity of the rule of the Omaha Grain Exchange the Supreme Court said:

When a car of grain is sold it must be unloaded, weighed and graded in order to ascertain the exact price, and, in order to make the seller safe in the meantime, the rule is that, when B/L is assigned by the seller to the buyer, the latter at the same time gives the seller a receipt, specifying the car number and other details of the transaction, and stating therein that the title to the grain shall remain in the seller until paid for. A notation that the receipt has been issued is stamped upon the B/L, and this, under the Exchange rules, imparts conclusive notice to members of the Exchange of the rights of the seller and of the fact that the holder of the B/L has only a conditional title to the car of grain covered thereby. It is the custom of banks loaning money to dealers on the Grain Exchange to require the deposit either of the original B/L or, if the car has been resold, of the receipt issued as aforesaid, as collateral security.

There was stamped upon each of the Bs/L a notation in these words:

"Receipt issued for this B/L under rules of Omaha Grain Exchange. Standard Grain Company."

This, under the rules, was notice to members of the Exchange that the appellee had reserved title to the grain, and that Richter, to whom the appellee had assigned the B/L, was prohibited from negotiating it until the grain had been paid for. The contention is that, by reason of its familiarity with such notations upon Bs/L taken by the bank in the usual course of its business with dealers upon the Grain Exchange, the appellant was chargeable with such knowledge of the meaning and effect thereof as all banks habitually dealing with members of the Exchange had, or with reasonable diligence should have had. When, therefore, it took the assignment of the Bs/L and credited Richter with the amount of the drafts drawn thereon, the appellant is presumed to have known that the sale of the grain thereby negotiated was unlawful and in prejudice of the appellee's rights.

When Richter indorsed the drafts and the attached Bs/L to the appellant bank, and the latter gave him credit in his general account for the amount thereof, the bank became the holder of the drafts for value in due course, and, as between the appellant and Richter, the bank had title to the paper. National Bank of Commerce v. Bossemeyer, 101 Neb. 96, 162 N. W. 503, L. R. A. 1917E, 374; 7 C. J. 635, § 314. And it is also true that the bank would be regarded as the owner of the grain covered by the Bs/L as against an attaching creditor of Richter. Cox Wholesale Grocery Co. v. National Bank of Pittsburg, 107 Ark. 601, 156 S. W. 187.

But it is not a question here of the rights or equities of the bank as against Richter or his creditors. The question is whether, by acting as a medium through which the drafts with Bs/L attached are negotiated, a bank makes itself liable as a wrongdoer to the real owner of the grain in case the party with whom it deals is without authority to negotiate them. This question, we think, must be resolved upon the general principle that, in conducting its

business, a bank must not knowingly trespass upon the rights of another or assist in perpetrating a wrong. It turns, then, upon whether the circumstances were such that it could be reasonably inferred that the appellant knew that Richter was without authority. The appellant is chargeable with such knowledge as a reasonable inspection of the B/L would convey, in the light of its previous experience and information gained from similar transactions. The notation as to the receipt having been issued to the appellee under the rules of the Exchange clearly appeared upon the face of each of the B/Ls.

It is argued that it would be impracticable to delay the forwarding of drafts until the B/L attached to them could be checked with all the collateral in the bank to see whether receipts issued thereon were held by the bank as collateral in its loan department. It does not seem to us that it would impose too onerous a burden or create any undue delay for the bank to list receipts issued upon B/L held by it as collateral, with reference to the car number, and thus enable the officers of the bank to know positively when B/L were presented whether the bank held the corresponding receipts. But, in view of the foregoing discussion, since the appellant bank was bound by its knowledge of the rules of the Grain Exchange to refrain from participating in the negotiation of any B/L bearing the notation that a receipt had been issued, the fact that it was the pledgee of the receipts issued upon the particular B/L involved in this suit merely makes more emphatic its duty in that respect and the probability that it had knowledge of the rules and customs of the grain trade. Our conclusion as to the liability of the appellant springs from the notice imparted by the notation upon a B/L to any bank or other party acquainted with its meaning, and is the same whether the party thus notified might or might not chance to hold the receipt referred to.—182 N. W. Rep. 507.

DEALERS report that pop corn is a drug on the market.

GASOLINE is saved by the use of lean mixtures, and in the summer all carburetors should be changed to use more air and less gas. Of the 4 billion gallons of gasoline used in 1919 it is estimated that 30 per cent went out in the exhaust unconsumed, and if this were saved the gain would be \$400,000,000.

WHEAT SUBSIDY in England is going to cost the taxpayer something, according to The Miller, London: "Wheat grown here is generally soft and weak, and in the open market would not be selected except either for its cheapness or to be put to a use other than that of milling it for flour. There is every prospect at the moment—it appears a certainty—that the 68s. per quarter which the 1920 Agricultural Act fixes as the minimum farmers must receive for their 1921-22 crop will never be given by the trade, for only last week imported wheat for October and November delivery was bought at an equivalent of 57s. per quarter. It is easy to see what price English wheat is going to make when it puts in an appearance. American values are rapidly depreciating to levels that obtained before the war. Consistency demands that the Government should repeal the Agricultural Bill, but I am afraid that is the last thing that will be thought about, and the taxpayer looks like having to find 10s. or more for every quarter of English wheat that is sold!"

#### Imports and Exports of Seeds.

March imports and exports of seeds, compared with March, 1920, and for the nine months prior to April 1, were reported by the Bureau of Foreign and Domestic Commerce, as follows:

IMPORTS.		9 mos. ending March	
March	1920	1921	1920
Beans and lentils, bus.....	52,114	264,000	760,000 3,320,000
Castor beans, bus.....	33,914	89,750	568,820 1,008,000
Flaxseed, bus.....	903,000	2,263,000	12,469,000 15,122,000
Red clover, lbs. 4,699,000	3,836,000	8,746,000	15,580,000
Other clovers.....	3,664,000	2,331,000	9,992,000 18,687,000
Other grass seeds, lbs.....	1,129,000	6,268,000	6,313,000 25,872,000
Peas, bus.....	17,768	32,850	1,476,000 1,322,000
Sugar beet seed, lbs.....	1,914,000	1,779,000	18,007,000 15,067,000
EXPORTS.			
Beans, bus.....	156,315	316,766	858,990 1,570,000
Flaxseed, bus.....	31	727	1,361 21,286
Clover seed, lbs. 842,760	592,226	4,932,000	4,864,000
Timothy, lbs. 2,629,720	2,181,000	13,915,000	13,296,000
Other grass seeds, lbs.....	548,399	457,070	4,721,000 3,421,000

## Seeds

JEFFERSON, IND., May 18.—Clover badly damaged by late freezes.—C.

NEW YORK, N. Y.—The Hershey Trading Co. has succeeded the Maxim Hershey Seed Co.

NEW YORK, N. Y.—The H. W. Doughten Co. has scheduled \$1,016,836 liabilities and \$489,339 assets.

GILROY, CAL.—A seed cleaning plant and warehouse to cost \$150,000 will be erected by the Pieters-Wheeler Seed Co.

BINGHAMTON, N. Y.—Horace E. Conklin has registered a five-pointed star as his trade mark, No. 127,118, for use on timothy seed.

SPRINGFIELD, ILL., May 23.—Clover weevil has done much damage this season and has injured many fields to such an extent that it will not be profitable to leave them.—S. D. Fessenden, Agri. Stat.

UNIFORMITY in seed laboratories will be one of the principal matters discussed at the coming conference of seed control workers at Copenhagen, Denmark, which will be attended by representatives of foreign countries.

ATCHISON, KAN.—The Mangelsdorf Seed Co. has filed complaint against the unreasonable rates on cane, sorghum and sudan grass seed charged by the Santa Fe from Texas to Atchison. A rate not higher than that on wheat is asked.

CHICAGO, ILL.—W. D. Collins has been appointed receiver of the Continental Seed Co., on application by C. Arch. Johnson and C. W. Hales, to prevent a forced sale of assets thru a merger agreement of the company with the Albert Dickinson Co.

BOTH the state and federal government have quarantined Alabama against the Mexican bean beetle. Various kinds of beans, edible leaved plants, corn and hay likely to harbor the insect will have their interstate movement limited unless inspected and certified.

SPRINGFIELD, ILL., May 12.—Young clover badly hurt by recent freezes; old clover suffering from weevil in many areas. Where clover has escaped these troubles it is making an excellent growth. Grasses have an excellent stand in all sections though growth has been a little slow of late due to cool weather.—S. D. Fessenden, Agricultural Stat.

MINNEAPOLIS, MINN., May 18.—Have never seen a season when farmers have taken so little interest in flax. During war, prices were extremely high. Since then a continual decline, until today they seem very low to the farmers. Our reports indicate that some early sown flax in Minnesota and South Dakota has been damaged by the cold weather.—The Van Dusen Harrington Co.

EVANSVILLE, IND.—The courts are still busy with the snarls created by the assignment of W. H. Small & Co. The latest suit to be filed is by the Mercantile-Commercial Bank against the Louisville Seed Co. for \$60,000, with a demand that this company and 6 others set up their title to 1,327 bags of red top seed in the Small warehouse, accumulated as the result of an agreement made in 1919 to handle seed for the joint account of all, the Louisville company keeping the books.

TOLEDO, O.—Clover hangs in the balance. It is a weather proposition. That's the clover situation. Providence holds the key. Market ruling strong, with good demand on all setbacks. Some profit taking on the bulges. Trade active. Beautiful grass making weather this week. Miss Clover is very precise about this point. Her program calls for "temperance" even in weather. Fair and warmer is the schedule for the hay crop. Then rains in abundance to give the seed crop its start, followed with a dash of dryness for maturing and gathering.—Southworth & Co.

TOLEDO, O.—Clover seed higher this week. Clover has had a fair advance. Strength in wheat helped some. A few shorts went ashore. Large shorts do not appear nervous. Will further advance cause them to reduce their lines? Crop reports continue generally favorable. Imports are fair and present advance makes holders cheerful. Market would hardly absorb any heavy selling as outside trade still continues very light. Will market attract any hedging on further advance?—C. A. King & Co.

"SWEET CLOVER for Nitrate Production" is a new bulletin, No. 233, soon to be issued by the University of Illinois Agricultural Experiment Station at Urbana. Once a weed by law, sweet clover is now coming to be regarded by soil scientists as the greatest crop for soil improvement. Few soils are able to meet large crop demands for nitrate nitrogen. Since sweet clover will supply nitrogen at an insignificant cost, it could well be utilized as a green manure by most farmers. Wide use of it for soil improvement is sure to be made in many countries.

C. E. KENDEL, sec'y of the American Seed Trade Ass'n, has given members official notice that three amendments to the by-laws are proposed for consideration at the annual convention at St. Louis, June 22 to 24. The St. Louis Com'ite on Arrangements requests that special notice be given of the First Annual 18-hole Blind Bogy Golf Tournament of the Seed Trade, at the Kirkwood Country Club, Tuesday afternoon, June 21, preceding the convention. Everyone is urged to enter whether he plays or not. There will be a cup for first prize donated by the local seedsmen and probably consolation prizes as an additional incentive. Ladies included. The annual banquet will be held Thursday evening. The Southern Seedsmen's Ass'n is planning to meet with the American after adjourning their convention earlier in the week.

#### From the Seed Trade.

OTTUMWA, Ia.—More clover and sweet clover has been sown in this section than for years past. Many farmers have not sown any grasses since before the war.—Spry Bros. Grain Co.

SHENANDOAH, Ia.—The superiority of pure bred seeds over mongrel or common stocks is as marked as the superiority of pure bred cattle over scrubs. It is more true of seeds than of cattle that it costs no more to cultivate and produce from superior strains than it does from indifferent ones.—May Seed & Nursery Co.

HAMBURG, Ia.—We have sold considerable clover, grass and alfalfa seed this year. Our sales of sudan grass seed have broken all records. Farmers plant sudan grass seed early, cut one cutting of hay and when it comes up again they have an excellent pasture. Practically no sudan is raised in locality for seed.—Nishna Seed & Grain Co., per Wint Good.

DUNLAP, Mo.—Considerable timothy and clover were planted with the wheat in this section but little of it has grown, so little seed will be harvested in 1922. Sales of soy bean seed have been on the increase as a result of the farmers' planting of the beans between the corn and using the plant and seed for pasture for pigs after the corn is cut. Considerable yellow dent seed corn was used by farmers of Grundy County this year.—Stanley Walker.

AS AN ALARMIST Carl Vrooman came to the front May 16 with the statement that "Unless given at once a foreign outlet for their surpluses a million more farmers will go bankrupt before fall. Moreover, the business stagnation and paralysis resulting from the destruction of the purchasing power of the farmer is costing the country more every month than the total value of these surpluses. If they could be disposed of in no other way, we all would be better off if they were dumped into the sea."

## Design of Circular Reinforced Concrete Bins

BY WILLIAM WREN HAY IN CONCRETE

Very little detailed information has ever been published regarding current standards for designing circular nested reinforced concrete storage bins. Practically all the available data in technical literature has been based upon the original text of Ketchum's "Design of Walls, Bins, and Grain Elevators," written during the general use of steel plate construction, and before the development to its full possibilities of the sliding forms. Occasionally a short description of such construction is to be found in the technical and trade press, usually of limited value to the reader seeking details of design. The result has been to confine this construction to a relatively small number of engineers and contractors actively engaged in grain elevator construction and further to confine the use of such circular storage units almost exclusively to the grain trade. Tall, circular, nesting tanks are probably the very cheapest permanent storage available for bulk materials.

The pressures exerted by most grains on the walls of deep narrow bins differ from those developed by other granular materials. From the general theory of grain pressures, the total vertical pressure increases very slowly beyond a ratio of depth to diameter of 2.5 or 3.0 to 1, due to the supporting friction of the grain on the bin walls, and this pressure is at no depth directly proportional to the depth of filling, in deep comparatively narrow bins. Various formulas for this vertical pressure have been derived, from the experiments of Airy, Jamieson, and others, but all are closely related.

Practice in the horizontal reinforcing of bin walls is divided—some engineers use plain round rods spaced according to the pressures; others use flat steel, spaced uniformly 12 inches apart, the necessary area for resisting the bursting pressures being secured by varying thickness of the steel. The use of flats is based upon very practical consideration of construction, concrete being placed in equal lifts of 1 foot, providing a simple means of checking the placing of steel, and enabling the forms to be leveled during the operation. Vertical reinforcing consists usually of  $\frac{1}{2}$  " Ø spaced 18", 24", or 30" around the perimeter, and supplemented by the jack rods. No provision is made for bending in any walls, except that short stirrups are dropped across the ends of contacts.

It is customary to build walls only 6" thick for diameters up to 17', and 7" thick for diameters beyond 17' and up to 25'. There have been several storage nests erected using diameters of 33' and over, but these are exceptional. The usual thickness through the contact or intersection of bins, is 8" or 9", for 6" walls, 10" for 7" walls. The re-entrant angles between the intersecting outside surfaces at the contact are filleted to form 4" to 6", contact surface for the forms.

Storage units of large capacity, involving tanks up to 33' in diameter and heights up to 110', are erected with the use of "draw" or sliding forms, i. e., nests of wall forms only 4' high are drawn up by means of jacks climbing on rods embedded in the concrete as it is placed, sliding past the green walls to the full height of the bin. An average height of 4' to 5' is usually maintained, though lifts of 7' or 8' in two shifts are not unusual during good weather conditions. The design, construction and operation of these forms require care and skill at all stages, but there are today so many more trained carpenter superintendents and good workmen capable of handling this work that there are many more contractors willing to undertake such construction. Small storage units, say of two or four tanks only, are most economically constructed with the use of standard forms.

Concrete storage tanks are generally supported upon cross walls covered with heavy slab construction to form the bin bottoms,

forming the basement into which project the draw-off spouts delivering the stored grain to conveyors, the whole supported upon a thick concrete mattress, with or without pile foundations, according to the condition of the bearing. The foundations, when piling is required, may be the same as for any heavily loaded structure—generally the pile heads are covered with a massive concrete cap, 3' to 5' thick, upon which the bearing walls are erected. The average bearing pressure will seldom exceed 6,000 lbs. per sq. ft., requiring a pile spacing of 2' 9" for timber piles carrying about 25 tons each. Probably the principal point of difference is to be found in the cross walls, many arrangements being developed.

All the walls, no matter what the arrangement, are stepped out near the bottom to spread the punching shear on the foundation mattress. The deck forming the bin bottoms is designed for the full vertical pressure of the filling, and is usually an 8" or 10" slab, reinforcing in two directions, and carried on beams framed into the cross-walls beneath and so placed as to catch the greatest possible length of bin wall. The tanks are then considered as self-supporting, without bending moment, and are directly supported on at least four segments.

All grain bins must have hopped bottoms, as they must be completely emptied before a new consignment is placed in them. It is customary to form up the rough slope with lean rubble concrete, or with brick-bat concrete, finishing the slopes with 1½" or 2" of rich mortar.

There is an appreciable increase in pressure when grain is flowing out of a bin, due to the breaking down of the internal friction, and when the draw-off opening is at one side, this increase is stated to amount to nearly 50%. It is not customary to take account of this, as the unit stress in the steel is kept quite low, usually only 12,000 lbs. per sq. in., allowing an ample factor of safety.

The number, diameter, and arrangement of the bins will generally be determined by the particular conditions at the site, and the purpose of the storage, more especially in the case of addition to existing plants. In new plants, the capacity of the receiving and handling facilities, such as the number and spacing of elevating legs, determine the number of rows and diameter of bins normal to the flow of grain, because in order to eliminate all cross movement, the distributing belts or other conveyors should be kept in the same vertical plane with the legs. The amount of storage, then, will determine the number of rows of tanks parallel to the flow.

Horizontal conveyors, usually rubber belts, are run over the middle of a row of tanks, serving to fill three rows and two interstice bins; or they may run between two rows when the diameter is large. When the nest of tanks is small, say, two, four, six, or nine, they may be filled by direct spouting from the head of the elevator leg. When teaming is to be done from the bins, the tanks can be elevated above the surrounding ground, the supporting walls forming driveways which enable loading direct from the bottom of the bin.

There is a tendency at present to use rather small diameters for the bins, 14', 15', 17' diameters becoming more common. Some contractors use the same diameter for the bins of many plants, simplifying estimates and construction details. There has likewise been a noticeable decrease in the height of bins, as it was not uncommon seven or eight years ago to see bins 90' to 100' high, while the average height at present seems to be from 80' to 85'. This will depend, however, on the foundation conditions and the design of the headhouse or handling plant.

It is useless to attempt a statement regarding the cost of storage units, in view of conditions and abnormal labor and material costs,

but it is possible, with judgment based on an accurate knowledge of changes in conditions, to compare costs of the few years previous to the war and estimate the probable costs of today. In 1913 large storage units for grain cost 13 cts. to 15 cts. per bu., and by 1917 this had risen to 17 cts. for similar units, and 1919, it was 20 cts. or more. These figures are for units erected in districts where labor and materials were plentiful, and include only storage annexes, with such belt conveyors as serve the bins, and bin diameters of 17' to 25'. Smaller units, 12' to 20' in diameter, but only 40' to 50' high, cost (1913-14) 17½ cts. to 18 cts. per bu.

Probably the most economical bulk storage possible (for 1,000 tons or less) can be provided by small diameter tanks built with silo forms, and joined by contact or by thin web walls. Such a storage plant, with flat bottom bins, a single bucket elevator, capable of elevating one car of material per hour, cost, in 1913-14, 14 cts. to 15 cts. per cu. ft. storage; in 1917 this had risen to 20 cts., or \$4 to \$5 per ton capacity.

## Allowing Inspection Without Permission.

The Missouri Court of Appeals, Springfield, on Mar. 5, 1921, denied a rehearing of its decision against the Bernie Mill & Gin Co. in its suit against the St. Louis Southwestern Ry. Co. for alleged conversion of three cars of corn by reason of having permitted the buyer to inspect before obtaining the B/L by payment of draft.

This decision is directly contrary to that of the Illinois Appellate Court in the suit of Paul Kuhn & Co. v. the Big Four R. R. Co., and indicates that the clause in the Carmack amendment to the Interstate Commerce Act does not go far enough in providing that the carrier shall be liable for damages under the B/L, for loss or injury to the property. An additional clause should be enacted into the law providing for damages for conversion when shipments are inspected without seller's permission indorsed on the B/L.

In November and December, 1918, plaintiff sold to Reinhart & Co., of McKinney, Tex., three cars of corn for a certain price f. o. b. Bernie, Mo. One car went to McCaulley, one to Palmer, and one to Kosse, all in Texas. The points of destination were not on the line of the initial carrier. The defendant at Bernie issued Bs/L for each car, plaintiff being the consignor and also the consignee. The corn was consigned to order of Bernie Mill & Gin Company, "notify Reinhart & Co." Plaintiff drew on Reinhart & Co. for the amount of each car in separate drafts and attached the drafts to the proper B/L and deposited these in the Bank of Bernie for collection. This bank sent said Bs/L with draft attached through the usual channels to the Collins County Bank at McKinney, where Reinhart & Co. resided. The drafts were presented to Reinhart & Co. by the Collins County Bank, and payment was not made. Without having paid the drafts and without having received the Bs/L, Reinhart & Co., as said cars reached their destination, instructed the respective agents of the final carrier at the destination point of each car to allow certain parties with whom Reinhart & Co. had contracted to resell the corn to inspect each car of corn. On this instruction from Reinhart & Co. the agents of the final carrier permitted the seals to be broken and the corn inspected. After inspection the cars of corn were rejected by those to whom Reinhart & Co. contracted to resell. After the corn was rejected the respective agents of the final carrier notified Reinhart & Co. and also the plaintiff that the corn had been rejected after inspection. Plaintiff refused to receive back the corn or to advise what disposition to make of it, and also Reinhart & Co. refused to accept the corn or advise disposition.

**The Court of Appeals said:** In this situation the final carrier sold the corn, and, after deducting all charges, turned the balance over to plaintiff; it being agreed that plaintiff's acceptance of said balance would in no wise prejudice this cause. If plaintiff recovers in this cause, the amount is to be reduced by the amount so received.

The B/L was the uniform order B/L approved by the Interstate Commerce Commission, and contained this paragraph:

"Inspection of property covered by this B/L will not be permitted unless provided by law or unless permission is endorsed on this original B/L or given in writing by the shipper."

No claim is made that permission to inspect was given. The plaintiff contends that the act of permitting inspection under the facts amounted to a delivery, and therefore a conversion.

Plaintiff cites in support of its contention Rice et al. v. Railroad, 3 Mo. App. 27; Loefler v. Packet Co., 7 Mo. App. 185; Danciger Bros. v. Express Co., 172 Mo. App. 391; Marshall & Michel Grain Co. v. Railroad, 176 Mo. 480; National Bank of Commerce v. Southern Railway Co., 135 Mo. App. 74; Mellier v. St. Louis & New Orleans Transportation Co., 14 Mo. App. 281; People's State Savings Bank v. Railroad, 158 Mo. App. 519; and Rosenberger v. Pacific Express Co., 241 U. S. 48.

In all the cases where conversion has been sustained there was damage to the shipment; but in the case at bar there is no claim that any damage actually resulted to the corn by the inspection.

In view of the Interstate Commerce Act and the authorities we have been able to find on the question, if plaintiff can recover at all, it must be on the theory that permission to inspect under the circumstances of the case at bar was equivalent to a delivery to an improper person. This theory was presented in a West Virginia Case, Dudley v. Railroad, 58 W. Va. 604. In that case plaintiff shipped two carloads of apples over the Baltimore & Ohio Southern Railway and connecting lines to Elgin, Ill., consigned to himself, with directions to notify J. W. Sharp, of Chicago, of the arrival of the cars at their destination. Expecting Sharp to accept and pay for the apples, plaintiff made drafts upon him for their value as per contract, attached the Bs/L to the drafts, and discounted them at a bank in Parkersburg, West Virginia. The bank caused them in due course to be presented for payment at Sharp's office. Upon notice of the arrival of the cars Sharp's agent was allowed to inspect the apples without producing the Bs/L or showing any right to possession. Sharp had not paid the drafts and did not pay them. The shipment was rejected. The final carrier notified plaintiff and asked: "Shall we sell for your account?" Plaintiff replied:

"Have made claim against Baltimore & Ohio Southern Railroad for full value of cars. They were wrongfully delivered. If you sell, it will be as agent of the company and for its benefit."

The final carrier sold the apples, and, after deducting charges, tendered balance to the plaintiff, and he refused to accept, and sued as for conversion. The court there said:

"The property was never out of the possession of the defendant until sold, or removed for sale, some time after the inspection. Sharp's agent was simply permitted to enter the cars, set the barrels out in his wagon, open them, and examine the apples. Then they were put back in the car and it was resealed by the agent. It may be true that he had no right to do so, and that the defendant did wrong in permitting the inspection, no evidence of title or right to possession having been shown; but it is non sequitur to say, upon these facts, there was a delivery. It may have been an unauthorized act of dominion over the property, but whose was it? Clearly that of the railroad company, for the property was still in its actual and legal custody. It never parted with possession. Not every wrongful act on the part of a carrier authorizes an action against it as for a conversion."

All the authorities we find are against plaintiff's contention in the case at bar. We find no case in our own state deciding the question we have under consideration. In view of the authorities we have cited, we hold that plaintiff cannot recover in conversion. Its action, if any, is for any damage done to the corn or resulting to the corn by reason of the unauthorized inspection.—228 S. W. Rep. 847.

"My ELEVATOR at Monroeville paid for itself the first year in the saving on the sack bill. I believe I spent enough money for sacks, warehouse charges and handling to have paid for a dozen elevators. We cut the grain, thresh it and haul it direct to the elevator. The grain is safely stored. When I think of the time I had 16,000 sacks in the field at the mercy of the weather I do not want to quit bulk handling," said Andrew Kaiser, ranch operator at Artois, Cal.

## Another Faker Comes to Light.

Information which became public knowledge of the members of the trade in the Southwest during the recent convention of the Oklahoma Grain Dealers' Ass'n discloses the fact that tricksters are still attempting to prey on legitimate dealers.

This time it was the old story of the self-styled car lot dealer whose car lots failed to materialize when the time for delivery arrived. It appears that the gentlemen who were active in the promotion of this fly-by-night organization were pleased to let themselves be known by the name Williams, giving as initials F. E. and H., respectively. Their base of operations is said to have been located at Byron, Okla., with an out post or observation point at Hunnewell, Kans. According to the story as it is told, one of their first offensive movements consisted of the sending thru the mails to certain Oklahoma City dealers a post card conveying the information that their organization, which they were pleased to call the Home Grain Co. of Byron, Okla., had a car or cars of wheat for sale. A telephone call for the Home Grain Co. elicited a response from some one, and a certain Oklahoma City dealer "bought" some wheat. Later, this dealer consummated other trades with the person who answered the telephone for the Home Grain Co., but when the Home Grain Co. attempted to sell him more wheat than he thought it might reasonably be expected to have he grew suspicious and proceeded to Byron by train. There he was told by a legitimate local dealer that the elevator of the Home Grain Co. was "all over town" and the Mr. Williams himself was found busily engaged in a game of pitching horse shoes.

Mr. Williams is alleged to have professed that he had the wheat bought from farmers in the locality, but when he failed to produce any of the contractors for the purpose of assigning the contracts the Oklahoma City dealer was more than ever convinced that he need never expect to receive the cars he had "bought." He was right in this conviction because the bills of lading never came thru.

Just what bearing the Hunnewell, Kans., Williams had on the matter is a little hazy. Once, before the Oklahoma City dealer became suspicious, the Byron Williams confessed inability to ship a car of wheat immediately, but he volunteered the information that his brother at Hunnewell could probably do so. The Hunnewell Williams could, he is reported to have said. The contract was made. The prescribed three days elapsed and advice of the shipment not having been received, the Oklahoma City dealer asked for the car number. He received a number but he never got the wheat, the railroad agent at the Kansas point later informing him that this particular car was actually billed to a Wichita firm.

The Oklahoma City dealer was fortunate in that he began to investigate rather early in the game, so that his loss was not very heavy, but the opportunity for loss was there and his experience is but another reminder to the trade generally that it pays best to trade only with those who are known, either at first hand or thru investigation, to be able and ready to make good their contracts when shipping day comes.

WORLD STOCKS of wheat May 1 were 215,000,000 bus., the smallest since 1915.

THE TIME is coming when business men will have to enter politics in order to protect themselves. Politics have attracted those who have been failures in business. Their knowledge is limited, but their voting power is large. When conditions become bad enough we will have a change. In the meantime the country will suffer.—C. A. King & Co.

## Death of Joseph Gregg.

Joseph Gregg, Sr., the senior member of the hay and grain brokerage firm of Joseph Gregg & Son, died at his home in Atlanta, Ga., at 1:30 o'clock on Sunday morning, May 22, being exactly 72 years and one week old.

Born at Charleston, S. C., he passed his youth in that state and was a graduate of the University of South Carolina. His business experience was broadened by a residence at Chicago for 25 years, during 22 of which he was a member of the Chicago Board of Trade.

During his late years his business ran mostly to hay, and he was about as well known in the hay trade as any one man connected with the National Hay Ass'n. Mr. Gregg was always constructive in his views and actions, and his ideas were always progressive. He was always active in the counsels of that body and served the Ass'n in various capacities. He was several times state vice pres. of the state of Georgia, and several times chairman of state vice pres'ts. He was also at one time 1st-vice pres. of the organization. He was active in the organization of the old Atlanta Grain Dealers Ass'n, and served as its pres. for several terms. When the Atlanta Grain Dealers' Ass'n allowed itself to be absorbed by the Atlanta Commercial Exchange, Mr. Gregg, Sr., was made a director of the Atlanta Commercial Exchange and served as a director since the Exchange was organized.

He had always been chairman of the com'ite on grain and hay activities for the Atlanta Commercial Exchange from the start of the Exchange. He was an expert on hay grading, and a salesman of real ability.

He worked hard and enjoyed it, and was entirely wrapped up in his business. He began to fail in health last October, since which time he has not been regular in his attendance at the office, although he still maintained an active interest in its doings. He gradually grew worse and suffered a complete physical break-down about two weeks ago and has really been in agony since that time, and it was merciful that the Lord took him when He did. He was buried Monday May 23 in West View Cemetery at Atlanta.

A CALL FOR FUNDS has been sent out by the U. S. Grain Growers to the country elevators.



Jos. Gregg, Sr., Atlanta, Ga., Deceased

# Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, improvements, fires and accidents are welcome. Let us hear from you.

## CALIFORNIA

Oakland, Cal.—The Farm Buro Elvtr. Corp. has completed its elvtr. and will start operations very soon.

Los Angeles, Cal.—The Ambler Grain & Milling Co. has been incorporated by A. T. Ambler, Chas. Shannon and others. Capital stock, \$100,000.

Sacramento, Cal.—The office of the state sealer of weights and measures was saved from the fate of so many like offices, which all became operative under the commissioner of agriculture, by an 11th hour amendment. Chas. Johnson will still hold his office as a result.

## CANADA

Winnipeg, Man.—The Saskatchewan Co-op. Elvtr. Co. will build a number of country elvtrs. soon.

Eburne, B. C.—The Easterbrook Milling Co., Ltd., is building a 25,000 bu. elvtr. and mill and warehouse also.

Makaroff, Man.—The elvtr. of the N. Bawlf Grain Co. containing several thousand bus. of grain burned May 8.

Brantford, Ont.—The Dominion Flour Mills Co. will build a new 25,000-bu. reinforced concrete elvtr. and a large flour warehouse.

Toronto, Ont.—Hedley Shaw has returned from his winter sojourn in Florida and feels very much better altho he is far from well. He is pres. of the Maple Leaf Milling Co.

Toronto, Ont.—The Canadian Wheat Board will close its office in the city May 31. All payment on participation certificates were closed May 16 and there is really nothing more to be done here.

Dundas, Ont.—The Andrew Motherwell Co., Inc., has made an assignment to Osler Wade of Toronto. The assets are said to exceed the liabilities, the former being \$300,000 and the latter \$220,000, but lack of ready money and the decline in grain is said to be the trouble.

Castor, Alta.—D. L. Morrow, formerly mgr. for the United Grain Growers at Blackie, and mgr. of the Alberta Pacific Grain Co. here, was inspecting the inside of a bin in the elvtr., when some one started a flow of grain into the bin and he was smothered before any one knew he was in the bin.

Winnipeg, Man.—We are indebted to Dr. E. Magill sec'y of the Grain Exchange for a copy of the constitution and by-laws of the exchange as revised Mar. 31, 1921. The rules are clearly worded and there is no reason for any one to misconstrue them. There is also a complete list of all trade terms used at the market which will make it a valuable book for those who are interested in the Winnipeg market.

Hamilton, Ont.—David Beattie Wood, who died recently, 63 years old, was pres. of the Wood Milling Co. for 12 years when he disposed of his interests to the Dominion Milling Co. retaining the management of the company in this city. He was pres. of the Board of Trade and is mourned sincerely by his many grain and milling friends. His brother, W. B. Wood, is pres. and gen. mgr. of the Dominion Flour Mills Co., Ltd., Montreal.

## COLORADO

Brighton, Colo.—W. H. Hood, Jr., is mgr. of the recently organized Co-op Farmers Exchange here.

Iolyoke, Colo.—H. C. Linzy has been appointed to succeed R. W. Stepanek as mgr. for the Farmers Co-op. Elvtr. Co.

Otis, Colo.—I am mgr. for the Farmers Elvtr. & Supply Co. Here and am not out of the grain business as reported. I sold my elvtr. at Rockford, Neb. to the Farmers Union Co-op. Ass'n some time ago.—L. O. Ruyle.

Towner, Colo.—M. J. Wagey who has let contract for an elvtr. here, will install a Hall Special Signalling Distributor.

## DENVER LETTER.

Denver, Colo.—J. H. Bailey, former mgr. and part owner of the Peerless Flour Mills Co. at Norton, Kans., is now associated with us in the cash grain department.—L. V. George, Scott-George Grain Co.

Denver, Colo.—The new \$200,000 mill and elvtr. of the Farmers Union Milling & Elvtr. Co. will be started May 15. The idea is to build the plant in this city instead of at Milliken, where the former mill and elvtr. burned. Contract has been let to the Lynch-Cannon Engineering Co.

Denver, Colo.—We are going to have a real live convention in Denver on June 30th and July 1st. It will be held under the name of the Western Grain Dealers Convention and all dealers and shippers in Utah, Idaho, Wyoming, Colorado, New Mexico, Western Nebraska, Western Kansas are invited. Program has not as yet been outlined, but arrangements are in the hands of a live com'ite who are arranging the details.—C. B. Rader, sec'y Denver Grain Exchange.

## IDAHO

Menan, Ida.—The office of the Menan Milling & Grain Co. was one of the buildings destroyed in a large fire here recently. The total loss was \$50,000.

## ILLINOIS

Brighton, Ill.—The Farmers Elvtr. Co. is building a 5,000-bu. elvtr.

St. Francisville, Ill.—The Horner Mill & Elvtr. Co. has recently installed a U. S. Corn Sheller.

Griggsville, Ill.—The Pike Mills have equipped their new elvtr. with U. S. Machinery.

Camp Grove, Ill.—H. M. Dewey & Co. will install 2 Hall Signaling Distributors in its elvtr.

Tallula, Ill.—The Farmers Grain Co. has bot a new Double Shoe Cleaner to replace its old machine.

Edgerton, Ill.—C. C. Hawkins has succeeded C. H. Mossman as mgr. for the Farmers Co-op Elvtr. Co.

Coulterville, Ill.—The Coulterville Elvtr. & Warehouse Co., Inc., has been incorporated with J. Oliver Boyd as sec'y.

Rose Hill, Ill.—Mail addressed to John Kalenberg who was reported to have an elvtr. here is returned "Unclaimed."

Kenny, Ill.—The Farmers Grain Co. is building a feed warehouse 16x32 ft. adjacent to the grain office of the company.

Rumpler (Ogden p. o.), Ill.—John Fisher is not mgr. for our company but he is an assistant. John H. Doyle is mgr.—Farmers Elvtr. Co.

Delavan, Ill.—The office of Sec'y Culbertson of the Illinois Grain Dealers Ass'n will be moved from this city to Champaign very soon.

Illiopolis, Ill.—J. T. Pennington formerly employed by the Mansfield Ford Co. here, is now mgr. for the Farmers Elvtr. Co. at Mechanicsburg.

Hurlburt, (Elkhart p. o.), Ill.—We are remodeling our conveyor in our cribs, which is 140 ft. long.—A. O. Waddle, mgr. Farmers Grain Co.

Clinton, Ill.—The offices of the E. B. Conover Grain Co. here and at Farmer City have been closed since the firm made a recent assignment.

Mechanicsburg, Ill.—J. T. Pennington who has been with the Mansfield Ford Grain Co. at Illiopolis, for a long time, is now mgr. of the Farmers Elvtr. Co. here, succeeding A. Yearman.

Latham, Ill.—C. A. Culp has brot suit against the Latham Farmers Grain Co. on account of the purchase by the directors of the company of treasury stock.

Marissa, Ill.—Mrs. A. J. Meek, mother of W. E. Meek of the Meek Milling Co., died at the home of her daughter in Idaho May 16. Burial was in this city.

Central (Morris p. o.), Ill.—We have installed two Trapp Truck Dumps and have built 20,000 bus. additional storage.—M. B. Hill, mgr. Central Grain, Lumber & Supply Co.

Meriden, Ill.—The Farmers Co-op. Elvtr. Co., recently organized, has bot the elvtr. of the Armour Grain Co. and has retained R. E. Dillon as mgr.—Chas. E. Gallagher.

Bradfordton, Ill.—We own and operate the elvtr. formerly belonging to the Central Illinois Grain Co. W. E. Fry is mgr. and Oliver Nickelson, ass't mgr.—Bradfordton Co-op Ass'n.

Richter (Ottawa p. o.), Ill.—F. C. Machin has succeeded C. C. Hawkins as mgr. for the Farmers Grain & Merc. Co. The new mgr. was for two years with the Watkins Grain Co. at Kansas City.

Erie, Ill.—We have changed from gasoline to electric power in our elvtr., are building new coal sheds and a new brick office. We have also installed a new electric conveyor.—Riordon & Pfundstien.

New members of the Illinois Grain Dealers Ass'n are: H. M. Dewey & Co., Camp Grove, Ill.; R. A. Latham & Co., Springerton, Ill.; Des Moines Elvtr. & Grain Co., Des Moines, Ia.; John S. Harms, Pleasant Plains, Ill.

Lenzburg, Ill.—The organization of the Lenzville Co-op. Grain Co. has been completed and the company has bot the elvtr. of Lortz & Nord for \$10,000. Possession will be given June 1 and Adam Schicketanz will be mgr.

Millstadt, Ill.—We are building a new mill with a capacity of 100-bbls. but we will install only a 50-bbl. unit for the present. We will buy and sell wheat, and do a general milling business also.—Frank F. Deditius sec'y Magnolia Milling Co.

Sycamore, Ill.—We are building a new office here and will soon have it finished. It is up-to-date in every way. We expect to build a new elvtr. this fall. Have just completed a new lumber shed 160 ft. long and modern thru-out.—W. C. Bishop, mgr. Sycamore Farmers Co.

Healey (Chatsworth p. o.), Ill.—The Healey Grain Co., which has been wading in rather deep water, according to all reports, is making every effort to gain a footing. Sale of stock to the amount of \$15,000 is being made and it is not the company will resume business better equipped than ever in a few days.

Arcola, Ill.—By allowing John M. Ernst, of John M. Ernst & Co., to overdraw his account for the alleged sum of \$70,000, and the reported loan of \$45,500 to the same man, M. T. Quirk, pres. of the Arcola State Bank, and his son, J. S. Quirk, cashier, are now held by authorities on the charges of forgery and embezzlement, and the bank is closed for the present. Ernst has been thru bankruptcy twice, according to past reports.

Broadwell, Ill.—The elvtr. of E. B. Conover, containing 1,400 bus. of corn, 600 bus. of oats, and 2 cars of coal, burned May 16. Fire was discovered bursting from the top of the elvtr. at about 11 p. m. and before help reached the town the elvtr., a general store and a house were in ashes. The loss on the elvtr. is placed at \$25,000. The house belonged to Mr. Conover whose affairs were announced in bad shape a few days ago.

## CHICAGO NOTES.

Board of Trade memberships are now quoted at \$5,675 net to buyer.

Wm. Gillig, formerly a member of the Board of Trade, died at Riverside Cal., May 18.

Fred K. Smith, for over 20 years a member of the Chicago and Kansas City Boards of Trade, died May 17 at his home in Long Beach, Cal., at the age of 85.

John G. Murphy, for many years representative of the Hulburt, Warren & Chandler, in the oat pit, died May 14 at the Henrotin Hospital. Burial was at Hamilton, Ont.

E. J. Martin, formerly in the cash grain office of the J. Rosenbaum Grain Co., has been transferred from the office here to the office of the company at Omaha, which it recently took over from the Rothschild Grain Co.

Albert P. Schilthuys has been elected to membership in the Board of Trade.

The C. & N. W. Ry. Co. has let contract to the designers and contractors of the original Northwestern Elvtr. at South Chicago, John S. Metcalfe Co., for the rebuilding which practically amounts to reconstruction of the elvtr. wrecked by a dust explosion, Mar. 19.

J. R. Collins, a member of the Board of Trade for many years and a partner in the firm of Riordon, Martin & Co., died May 16 at the age of 66 in the Post Graduate hospital here. Mr. Collins was pres. of the Morris Grain Co. at Morris which operates 2 elvtrs., one at Morris and one at Church Road near that city. Mr. Collins will be remembered by many Board of Trade men. At one time he was associated with George H. Phillips of "corn king" fame.

The Lantz bill, which was published on page 686 of the Journal for Apr. 25, passed the Illinois State Senate May 18 by a vote of 26 to 22, and the bill then went to the House for action. The motion for instantaneous action on the bill was defeated. This was the first test of strength in the house, and by a vote of 87 to 47 the entire question was put over until 2 o'clock the afternoon of May 31, when both sides will be heard. The second of the Lantz bills, that which prohibits deals in futures, was not called in the senate by Senator Lantz, because of the prolonged fight over the state police bill. It seems improbable, however, that there will be any effort to put this bill through the senate until there is something done in the house on the first bill.

## INDIANA

Millgrove, Ind.—Harold Needham of New Ross, has bot the elvtr. here of Shirley Bros., Dunkirk.

Madison, Ind.—Co-op. Service, to operate elvtrs., etc., incorporated for \$15,000 by Jeptah Storm, Robert Craig and others.

Evansville, Ind.—Albert Hahn, sec'y of the Akin-Erskine Co. was recently operated on for appendicitis but is out of danger.

Greensburg, Ind.—The Greensfork Grain Co. incorporated with a capital stock of \$12,000 by Milo Gentry, G. M. Sowers and others.

Fowlerton, Ind.—There is no Farmers Elvtr. Co. here. The Fowlerton Elvtr. Feed Co. is a farmers company and is operated on the co-op plan.

Williamsburg, Ind.—The firm of Anderson & Hollingsworth was dissolved after the death of Mr. Anderson, July 7, 1920.—W. E. Hollingsworth.

Hagerstown, Ind.—I am mgr. for the W. L. Fouts Milling Co.—W. L. Fouts. (The company recently took over the mill and elvtr. of Thompson & Powell.)

Evansville, Ind.—The board of directors of the Chamber of Commerce, has decided on the establishment of a grain exchange in connection with its organization.

Cory, Ind.—The Farmers Co-op Co. has been organized to operate an elvtr. here. P. A. Morgan and Ben. Bennett are included among the directors of the company.

Speichers (Wabash p. o.)—Ind.—I am now mgr. for the Farmers Elvtr. Co., having succeeded J. E. Elward. I was formerly located at Idaville.—Jas. H. Downs.

Petersburg, Ind.—The Whitelock Milling Co. will not rebuild the elvtr. burned Mar. 17 as the company has bot the elvtr. of Carlisle & Damwood and will use it for this year's crops.

Kendallville, Ind.—We have leased our elvtr. to the Nathan Grain Co., A. E. Borfeld, mgr. The house was formerly operated by us and is still known as the Kellers Elvtr.—J. Keller Co.

Fowlerton, Ind.—We are building new coal bunkers and a new 24x70 ft. warehouse. We are organizing on the co-op. plan and D. C. Duling will be mgr.—Fowlerton Elvtr. & Feed Co.

Messick, Ind.—I have just installed a new oil engine which takes the place of the steam and does away with the extra man. I have also installed a gravity loading device.—P. W. Millikan, P. W. Millikan Co.

Kingman, Ind.—I have resigned as mgr. for the Farmers Grain & Milling Co. here and will leave June 1. I do not like both elvtr. and mill work and prefer to devote my time to milling. Manson Lewis will succeed me.—P. M. Williams.

Franklin, Ind.—Plummer Bros., of Bargersville, Ind., will erect a modern flour mill in that town within a short time and an elvtr. will be built in connection with it. The new mill will have a capacity of 25 bbls. a day.—C.

Seymour, Ind.—More than 200 farmers in the vicinity have organized a company to conduct a co-op. grain elvtr. here. It will be incorporated for \$100,000 and later will handle farm implements along with grain. W. H. Booth is pres.—C.

Mt. Vernon, Ind.—We leased a strip of ground adjoining our mill to the Clark McDonald Coal Co. of Hebbardsville, Ky., and that company is building an incline so that coal may be brot in by the barges.—Fuhrer-Ford Milling Co.

Indianapolis, Ind.—The Urmston Grain Co., which has conducted a string of elevators in this part of the state for the last twenty-five years, has been caught by the depression in grain prices, and to enable it to take care of the crop the coming season, has given deeds of trust to the Citizens' State Bank of Elwood for its country elvtrs. and to the Union Trust Co. of Indianapolis for 300 acres of land in Madison county and other holdings of LeRoy Urmston in Missouri, Texas and California. The financial institutions will provide the money to handle the business this year and to carry the company over the financial crisis.

South Bend, Ind.—The two elvtrs. of the South Bend Grain Co., operated by the Pears-East Grain Co., Buchanan, Mich., burned May 16 with a loss of \$225,000. The fire was discovered in one of the elvtrs. shortly after a train had passed and it is thought that a spark caused the damage. In spite of the great efforts made the flames spread to the G. T. Ry. coal docks which were burned together with a coffee warehouse and several loads of coal, adding another \$50,000 or more to the grain company's loss. The intense heat of the burning elvtr. melted and twisted the rails of the N. Y. C. and the G. T. and the trains were held for many hours.

## IOWA

Rose Hill, Ia.—Duncan Reid owns the only elvtr. in this town.

Murray, Ia.—The Farmers Union Exchange has been incorporated for \$2,000.

Clear Lake, Ia.—The Farmers' Co-op Co. has let contract for a 25,000-bu. tile elvtr.

Lakota, Ia.—The Farmers Elvtr. Co. will equip its elvtr. with a Hall Signaling Distributor.

Lake Park, Ia.—I am now mgr. for the Farmers Exchange here.—F. E. Wrechman, formerly ass't mgr.

Hamburg, Ia.—The Hamburg Farmers Elvtr. Co. is completing the rearrangement of the loading spouts on its elvtr.

Floyds Crossing (Ernie p. o.), Ia.—Jas. Mc-Kendrick is agt. for the Hubbard Grain Co. which recently bot the elvtr. here.

Sioux City, Ia.—Retrenchment policies were adopted May 12 by the Grain Exchange that will save an annual expense of \$75,000.

Hamburg, Ia.—We are constructing a new wooden coal storage shed which will have a capacity of two cars of coal.—F. J. Sullivan.

Moran, Ia.—L. A. Moore, formerly mgr. for the Stokeley Grain Co. at this station is now mgr. for the A. J. Elvtr. Co. at Severance, Kan.

Brayton, Ia.—Gund, Sien & Co. bot the elvtr. of the Rothschild Grain Co., and I am still mgr.—H. M. Jensen. (Was agent for the old firm too.)

Hancock, Ia.—I left the service of the Rothschild Grain Co. here last April. Am now mgr. of the Farmers Business Ass'n at Duncan, Neb.—H. T. Leuth.

Iowa Falls, Ia.—The Iowa Falls Farmers Co-op. Elvtr. Co. and the Farmers Grain Co., of Racine, will change from joint stock companies to co-op. organizations.

Whiting, Ia.—Elliott & McBeath suffered the loss of at least 500 tons of hay when fire was discovered in a pile adjoining the elvtr. which was saved by the hardest kind of work.

Rogers (Central City p. o.), Ia.—I have bot and wrecked the elvtr. of Chas. Sauer & Sons at Quasqueton and have let contract to have it rebuilt here. I will operate with an electric motor instead of gasoline power and will have grist mill in connection.—E. A. Krause.

Sioux City, Ia.—E. T. Van Dyke, formerly with the Merriam Commission Co., is now in charge of the office of the Morris Grain Co. during the absence of C. C. Morris who will be away for some time.

Bagley, Ia.—J. B. Maricle, who recently bot the East Elvtr. of H. W. Pollack & Co., is now in charge. He has also bot a new home and moved his family here. Mr. Maricle formerly owned an elvtr. at Roland, but sold it the first of the month.

## KANSAS

Penalosa, Kan.—I have sold my elvtr.—W. D. Gibbons.

Woodruff, Kan.—Geo. Miner has let contract for a 10,000-bu. iron clad elvtr.

Burdett, Kan.—We have leased the elvtr. of Philip Bauer.—Bauer-Vaughn Grain Co.

Schroyer, Kan.—M. Marshall has succeeded A. M. McCauley as mgr. for the Farmers Elvtr. Co.

Harveyville, Kan.—C. P. Wetzel is now mgr. for the Harveyville Grange Co-op. Business Ass'n.

Pretty Prairie, Kan.—I am now agt. for the Pretty Prairie Co-op Grain Co.—Herman R. Graber.

Ellinwood, Kan.—We have succeeded the old Ellinwood Milling & Elvtr. Co.—Al. Redmon, mgr. Ellinwood Milling Co.

Lebo, Kan.—The Farmers Co-op Co. will build an elvtr.—E. E. Brott, mgr. Farmers Co-op Elvtr. & Merc Co., Burlington.

Salina, Kan.—The Paul Bossmeyer Grain Co. opened an office here in the Nelson Building May 15 and will transact a general grain business.

Severance, Kan.—L. A. Moore, until recently mgr. for the Stokely Grain Co. of Des Moines at Moran, Ia., is now mgr. for the A. J. Elvtr. Co. here.

Hutchinson, Kan.—J. K. Pickerill, formerly with Blood-Pickerill Co., Wichita, will henceforth have charge of the J. Rosenbaum Grain Co. office here.

Partridge, Kan.—C. D. Moore succeeded me as mgr. for the Partridge Equity Exchange, May 24.—J. R. Bell now mgr. for the Zenith L. S. & Merc. Co., Zenith.

Zenith, Kan.—J. R. Bell, formerly mgr. for the Partridge Equity Exchange at Partridge, has succeeded J. A. Falen as mgr. for the Zenith Farmers L. S. Merc. Co.

Victoria, Kan.—We are building a \$16,000 elvtr. and a warehouse with a basement, 50x20 ft. Will be finished about June 15—Anthony Kuhn, mgr. Farmers Union Co-op Union.

Dodge City, Kan.—We discontinued making alfalfa meal a year ago and have remodeled the plant for grain handling.—L. C. Flanagan, Dodge City Alfalfa Mill, Elvtr. & Seed Co.

Strickler (Byers p. o.), Kan.—E. L. Hull, our former mgr., resigned and is now located at this point. H. R. Doak has succeeded him with us at Greenfield, Okla.—Farmers Grain & Supply Co.

Hutchinson, Kan.—The Producers Grain Co. has incorporated for \$50,000 and will make its headquarters at Spearville. It now operates elvtrs. here and at Trousdale and Hopewell. H. F. Tassett is pres. More elvtrs. will probably be bot later on.

Topeka, Kan.—E. Beard, of Sedgwick county has been appointed deputy grain inspector, to assist in getting things straightened out and in putting the new law in reference to the inspection and grading of grain into effect, also the new law allowing country elvtrs. to issue warehouse receipts.

Galatia, Kan.—The Galatia Farmers Milling Co. is building a brick mill and a 40,000-bu. elvtr. Contract has been let to the Nordyke & Marmon Co. for a 350-bbl. mill. All other modern appliances will be added to both mill and elvtr. The company is now a co-op firm and is capitalized at \$125,000. C. E. Brock is sec'y-treas.

"EXCEPTIONAL SERVICE"

**Jones-Hettelsater Const. Co.**

Designers and Builders of

GRAIN ELEVATORS and FLOUR MILLS

706 Mutual Bldg., Kansas City, Mo.

# The GRAIN DEALERS JOURNAL.

Lyons, Kan.—J. A. Falen, formerly mgr. for the Farmers Grain & L. S. Co. at Zenith, is now mgr. for the Farmers Elvtr. Co. here, succeeding L. Prose who will go to Cunningham.—C. D. Moore, Palco, Kan.

McPherson, Kan.—Lee Miller, formerly mgr. for the Home Lumber & Grain Co., has let contract to the Star Engineering Co. for the erection of a 15,000-bu. ironclad elvtr. It will be equipped with a 10-ton type registering Howe Auto Truck Scale, a 1,250-bu. Richardson Automatic Scale, a Bowsher Feed Mill and a Globe Truck Dump. Power will be furnished by 3 G. E. Electric Motors.

Troisdale, Kan.—We do not know what started the fire in our elvtr. It was discovered about midnight at the top of the elvtr. The company had \$4,000 insurance on the building and I think the loss on grain feed, etc., was covered. The house was of frame, iron clad and had a capacity of 18,000 bus. The company have not yet decided as to rebuilding. One box car which was being loaded and was about half full, burned also. The total amount of grain on hand was about 5,000 bus.—J. W. Martin, mgr. Consolidated Flour Mills Co.

## WICHITA LETTER.

J. D. Dixon has applied for membership in the Board of Trade.

J. A. Woodside has been admitted to membership in the Board of Trade.

D. S. Warwick has posted his membership in the Board of Trade for transfer.

Otto C. Beuke, formerly with the Koch Grain Co., is now traveling for the C. M. Clark Grain Co.

The general offices of the Kansas Flour Mills Corp. will be moved to Kansas City, Mo., but a small office under the supervision of Wm MacCauley will remain here.

Our firm is a partnership between L. G. Griswold and myself. We have not succeeded the H-Q Hay & Grain Co. but have started a business of our own. When they decided to quit business we started our firm.—Claude C. Shaft, Griswold-Shaft Hay & Grain Co.

Thad L. Hoffman, having served 2 terms as pres. of the Board of Trade, announced some time ago that business interests called him to Kansas City, Mo., where he will be actively engaged in directing the policies of the Kansas Flour Mills Co. He will be permanently located there after July 1.

June 1 the grain departments of the Larabee Flour Mills, Inc., will be moved from Kansas City, Mo., to the Wheeler-Kelly-Kagny Bldg. in this city. J. W. Craig, pres. of the J. W. Craig Grain Co., has bot a membership in the Board of Trade and will be mgr. for the new office. He is a vice-pres. of the mills company but will not let his new work infringe on the work of the Craig Company. The department office will operate 48 elvtrs.

The annual meeting and election of officers of the Board of Trade was held in the Ass'n Rooms, May 10th. The following officers were elected: E. F. Beyer, Pres.; John Hayes, vice-pres. L. H. Powell and O. E. Bedell were re-elected directors. A. S. Barr was newly elected a director. The directors for the ensuing year, including the above mentioned are: C. A. Baldwin, J. H. Moore, Geo. Koch, E. M. Kelly. The directors elected E. M. Kelly treas. and R. B. Waltermire, sec'y for the ensuing year.

## KENTUCKY

Camp Taylor, Ky.—A. H. Bowman has bot the ware houses, barns and grain elvtr. formerly used by the government here. He has not however announced his plans in reference to them.

## LOUISIANA

Shreveport, La.—S. E. Smith, formerly mgr. for J. S. Waterman & Co. here, has resigned and will go into business on his own account at New Orleans.

New Orleans, La.—S. E. Smith, mgr. for J. S. Waterman & Co. at Shreveport, has left and will enter the grain brokerage business here on his own account.

Welsh, La.—The warehouse of the Welsh Canal Co., containing 3,000 bags of rice, collapsed recently. The rice was not injured and the company has not decided as to rebuilding the elvtr. It is too badly damaged to allow of repairs.

New Orleans, La.—C. W. Bleuler, formerly mgr. of the Maney Export Co., of Oklahoma City, is now mgr. of the grain department of the American Overseas Forwarding Company. In this capacity he will have direct charge of the Company's work in handling grain shipments for jobbers thru this port.

## MARYLAND

Kennedyville, Md.—Metcalfe Bros. will equip their elvtr. with a Hall Signaling Distributor.

Kennedyville, Md.—Metcalfe Bros. are building an elvtr. here and have bot a site at Chestertown, for another house.

Baltimore, Md.—J. J. Shirey, traffic mgr. for Hammond, Snyder & Co., Inc., was married recently to Miss S. M. Ponesmith.

Baltimore, Md.—Plans are being prepared for a 2,000,000-bu. annex to the 1,600,000-bu. elvtr. known as the Port Covington Elvtr. of the W. Md. Ry. Co. The annex will consist of reinforced concrete tanks. The facilities for loading ships and the enlargement of the workhouse will also be included in the plan.

## MICHIGAN

Haslett, Mich.—The Co-op. Shipping Ass'n has bot the elvtr. of E. M. Babbitt.

Clarksville, Mich.—W. McCumsey is now mgr. for the Clarksville Co-op Elvtr. Co.

Bangor, Mich.—The Bangor Co-op. Ass'n is installing a Hall Signaling Distributor in its elvtr.

Freeport, Mich.—The Freeport Elvtr. Co. is now operating on the co-op basis. F. R. Evarhart is sec'y-treas.

Brimley, Mich.—We are planning on putting in a small elvtr., installing a feed grinder and a cleaner.—Thompson & Washburn.

Bad Axe, Mich.—Fire started by a defective motor recently slightly damaged the elvtr. of the Bad Axe Grain Co. The loss is fully covered by insurance.

Sparta, Mich.—Members of the Farm Buro Co-op. Shipping Ass'n and the Higgins Milling Co. of Grand Rapids will buy the elvtr. here formerly operated by the Whalen Grain & Pro. Co.

Escanaba, Mich.—We have bot 3 elvtrs., one each at Poskin Lake, (Pashie p. o.), Wis., Dresser Junction, Wis., and Maple Island, Minn.—Hewett Grain & Provision Co. (The elvtrs. belonged to the defunct Osceola Mill & Elvtr. Co.).

## MINNESOTA

Stockton, Minn.—Ed Sturzreim is now mgr. for the Farmers Elvtr. Co.

Bethany, Minn.—Nick Meyers & E. R. Treder are now operating the elvtr. here.

Altura, Minn.—The Altura Elvtr. Co. has increased its capital stock to \$25,000.

Royalton, Minn.—Wm. Albright of Eden Valley has bot the elvtr. of F. Neils & Sons.

Little Falls, Minn.—The Little Falls Milling Co. has increased its capital stock to \$150,000.

Duluth, Minn.—The Board of Trade membership of A. G. Tanton has been transferred to P. B. Getchell.

Clarks Grove, Minn.—I have quit the grain business. H. J. Nelson succeeded me.—C. W. Nelson, formerly agt. Speltz Grain & Coal Co.

Wheaton, Minn.—Frank Peterson has succeeded A. O. Olsen who has been mgr. since May, 1911, as agt. for the Monarch Elvtr. Co. here.

Lakeville, Minn.—The Lakeville Farmers Co-op. Warehouse & Exchange incorporated for \$50,000 by Andrew Aronson, W. C. Ackerman and others.

Maple Island, Minn.—We have bot the elvtr. here.—Hewett Grain & Provision Co., Escanaba, Mich. (The elvtr. was formerly operated by the defunct Osceola Mill & Elvtr. Co.).

Wells, Minn.—We held stockholders' meeting last December and passed resolutions to increase our capital stock to \$75,000 and made this a co-operative company. We are enlarging our work floor by cutting out two side bins and making overhead bins, also installing another elvtr. leg, motor, etc., besides a new latest type Richardson Automatic Scale of 6 bus. cap. We will also put overhead bins over our driveway for retail trade.—Wells Farmers Elvtr. Co.

Waseca, Minn.—T. Slattery of Elysian has succeeded M. O. F. Tollefson as mgr. for the Farmers Elvtr. Co.

Duluth, Minn.—Jos. F. McCarthy has been elected to membership in the Board of Trade on transfer from W. L. Grandin, and John F. McCarthy has bot the membership of J. N. McKindley.

Thief River Falls, Minn.—A. G. Sandberg of Crookston has bot the elvtr. and business of the Tessum Grain, Seed & Supply Co. and will operate it in connection with his elvtr. at Crookston under the name of the Sandberg Elvtr. & Seed Co.—C. O. Roe.

Waverly, Minn.—Carl Henning, employed in the elvtr. of the Farmers Elvtr. Co., was recently seriously hurt in a strange accident while working. While he was in a bin his foot slipped and his leg went down an elvtr. shaft on the side where the belt was running down. The buckets pulled his leg in as far as it would go and the descending buckets scraped his whole leg. Someone heard his cries and shut off the power, but it was necessary to turn the belt backward for some distance before he was released. No bones were broken, but the leg is badly bruised and swollen and will not be in normal condition for some time.

St. Paul, Minn.—Bills relating to the grain trade that passed at the recent session of the state legislature which has just closed are as follows: H. F. 23, introduced by Wilkerson, regulates future transactions in grain and classes certain transactions as gambling contracts; introduced by Cliff transfers control of the state testing mill from the railroad and warehouse commission to the commissioner of agriculture; S. F. 23 introduced by Johnson gives the railroad and warehouse commission power to require installations of track scales at terminal elvtrs.; S. F. 300 fixing grain rates at 4c bu. for 15 days, introduced by Brooks; S. F. 503, introduced by Sageng relates to the supervision of grain interests of the state, and H. F. 1050 introduced by Wilkerson which charges the railroad and warehouse commission with enforcement of laws with relation to grain exchanges.

## MINNEAPOLIS LETTER.

Chas. A. Dayton, vice-pres. of the Frisco Elvtrs. Co., was recently married to Miss Eleanor Collins.

The Soo Line Elvtr. operated by the Bartlett-Frazier Co. is being overhauled and altered by the Fegles Construction Co.

Tristam Catherwood, for 25 years with Commons & Co., died recently at the age of 52. He had been ill for some time.

When we closed our office in this city, J. H. Riheldaffer became associated with Goetzmann & Co., in that city.—J. B. McClean, Winnipeg.

The following memberships have been posted for transfer on the Chamber of Commerce: From B. B. Sheffield to Don A. Kern, Chas. E. Hunting to Miles L. Kane, A. S. Cargill to F. B. Beaupre, Harold C. Vogel to E. M. Kauth.

Henry Clay Fletcher, one of the earliest of the traveling grain solicitors and well known in the grain business throughout the Northwest, died at Clear Lake, Ia., early Mar. 23. He had been with D. R. Wagner & Co. for 30 years, retiring several years ago on account of his health.

The board of directors of the Chamber of Commerce instructed further consideration by the contract grade com'ite of the plan to restore No. 1 northern wheat as the contract grade. The original plan contemplated would have restored No. 1 northern in place of No. 2 red spring wheat as the contract grade.

Judge Ira B. Mills, who died recently at his home here, had served 28 years on the State Railway & Warehouse Commission. He was 70 years old and had not been in the best of health for some time. He was chairman of the board at the time of his death which was due to a paralytic stroke. Regarded as an expert in railroad law and state regulation of utilities, Judge Mills' service to the state has been regarded as highly valuable. He had been a district judge before going to serve on the railroad and warehouse commission in 1893. After six years of service on the old appointive commission he dropped out during the John Lind administration, but when the commission was made elective he was one of the three commissioners first elected in 1900, and had been re-elected four times since then.

## MISSOURI

Curryville, Mo.—The Curryville Co-op. Elvtr. Ass'n incorporated for \$20,000.

Weston, Mo.—The Farmers Co-op. Elvtr. Ass'n has been incorporated for \$30,000.

Centertown, Mo.—The plant of the Mahan Milling & Elvtr. Co. is being remodeled.

Warrensburg, Mo.—J. J. Culp has succeeded N. E. Greim as mgr. for the Culp Elvtr. Co.

Louisiana, Mo.—The Louisiana Elvtr. Co. has been organized with a capital stock of \$30,000 by J. W. Rule and others.

Farley, Mo.—The Farley Co-op. Elvtr. Ass'n has bot the elvtr. of the J. C. Lyle Milling Co. and will install a Richardson Scale.

Springfield, Mo.—The office of Ichertz & Watson, of St. Louis, which was closed Apr. 1, has been taken over by B. C. Christopher & Co. with J. P. Kreitzer as mgr.

Madison, Mo.—We will build an elvtr. here if the C. B. & Q. runs a road thru our town, but for the present we will build a warehouse on the Katy.—H. B. Atterbury, mgr. Madison Elvtr. & Exchange Co.

Springfield, Mo.—F. H. Farris and J. C. Carr have severed their connection with the Patterson Grain Co. W. M. Patterson will continue the business and is one of the ardent workers to build a terminal elvtr.

Holliday, Mo.—We have not bot the elvtr. of the McCann Grain Co. as yet and are undecided as to future plans, only knowing we will handle grain, feed and farm products.—W. Smith Jones, pres. Holliday Elvtr. Co.

Sarcoxie, Mo.—The Farmers Elvtr. Co. has a capital of \$1,600 paid up. We expect to incorporate on the co-op plan for \$5,000 but don't anticipate any building of any kind except an iron warehouse for feed and fertilizer, 18x36 ft. Otherwise nothing doing.—Henry Sabert, mgr. Farmers Elvtr. Co.

La Grange, Mo.—We will begin to improve our elvtr. in about a week, putting in an unloading device and conveyor to load grain into cars. Will build 4 new bins of 1,500 bus. capacity. Maurice G. Waterman is now ass't mgr. to me. Townsend B. Smith will in all probability do the work for us.—W. J. McPike, mgr. La Grange Elvtr. Co.

St. Joseph, Mo.—A hotly contested dinner match was won by the Bulls of the Grain Exchange, May 19th, on the links of the St. Joseph Country Club. Eight matches were played, both sides being so chesty that neither deemed it necessary to have an odd number of twosomes to prevent a tie. The first foursome in gave the Bulls two points, and the next three went to the Bears. The final count was four all, and by the time the last pair turned in it was too dark to play off the tie. The Club volunteered lanterns, but the captains reverted from the "Scotch" game to "African Golf" for the decision, the Bulls winning. A strong wind made playing difficult for the 50-yard shooters as well as the 250's. Several of the heavier contestants complained of over-exertion after the 168th stroke, but all feet were under the table when dinner was served, and all belts let out a notch at the finish. A feature of the match was the line-up of "rooters" who assisted with advice, and mayhap a stroke or two now and then. After dinner novices were introduced to the mysteries of "put" and "take," a game where only one determining agency is used, and also to the science of "seven come," which requires a pair. Rooters included: Warren M. Huff, M. C. Bruce, W. S. Geiger, F. H. Geiger, L. L. Roesel and G. F. Hiltz. The line-up was as follows (\*is a win): Bulls—\*R. E. Hastings, Capt.; \*R. A. Pendleton, \*N. K. Thomas, M. T. Logan, L. L. Savage, \*J. W. Daily, S. L. France and C. P. Woolverton. Bears—C. A. Geiger, Capt.; H. H. Powell, Ewing Herbert, \*J. M. Flynn, \*M. A. Hayes, H. H. Savage, \*F. A. Wilkins and \*D. L. Willis. So far as is known, none of the losers were able to get away without signing the dinner checks.—N. K. Thomas.

## KANSAS CITY LETTER.

E. A. Twidale is now a member of the Board of Trade.

Ben U. Feuquay has sold his interest in Bruce Bros. Grain Co.

J. B. Nicholson has applied for membership in the Board of Trade on transfer from W. C. Kreger, whom he succeeded as mgr. for the defunct Kaull Milling Co.

Thad L. Hoffman, for the last two years pres. of the Wichita, Kan., Board of Trade, has announced that after July 1 his headquarters will be in this city where he will manage the grain department of the Kansas Flour Mills Co.

John F. Imbs, of the Imbs Milling Co., who has been engaged in the grain and milling business in this city since 1865, with Mrs. Imbs, celebrated the golden anniversary of his wedding day May 10, having been married in this city May 10, 1871. Many friends and acquaintances made it a gala day.

G. W. Courier, for many years with the Bigelow Grain Co., Bigelow, Mo., is now in charge of the Postal Telegraph Co.'s office on the Exchange floor and is serving many of his old receivers. Mr. Courier says he probably will be back in the grain business again. The Bigelow Co. was sold to farmers last May.

Members of the Board of Trade are getting ready to assist in a general housecleaning program which will call for the elimination of indemnities, rigid regulation of private wires and curtailment of their expansion, strict censorship of market news, and the elimination of excessive future trading when it is found to exist.

T. J. Holdredge, Jr., son of J. T. Holdredge who died some time ago, was killed in an automobile wreck at Los Angeles, Cal., May 15. The body was brot to Kansas City and burial was May 21. He was at one time gen. mgr. of the Larabee Flour Mills Corp. and a director of the Kansas Flour Mills Co. He had given up the active work, remaining a stockholder however, and had been living in Los Angeles since February.

## ST. LOUIS LETTER.

The amendment to the rule providing for a reduction in brokerage rates on corn and oats was defeated by a vote of 108 to 100.

The establishment of a market for grain "to arrive" was carried by vote of the members of the St. Louis Merchants Exchange, May 17, the vote standing 106 to 52. The amendment gives the directors power to appoint and maintain a place where the buying and selling of wheat, corn, rye and oats "to arrive" may be carried on by members engaged in doing so. The necessary rules to cover such a market, regulations, terms and conditions upon which such trading may be carried on, will also be drawn up by the directors.

The little eruptions between the Governor and James T. Bradshaw, state grain and warehouse commissioner, continue to interest the public. Recently Mr. Bradshaw is said to have been misquoted in a Joplin paper. The article is alleged to have implied he was ready to quit any time. The Governor, seeing his chance, telegraphed for the resignation but Mr. Bradshaw refused, saying the paper had misquoted or misunderstood him. He also agreed to meet the governor at any time but declared he will protect his men whose terms of office do not expire until Apr. 1923.

The Merchants Exchange members formed a baseball league among the members of 'Change. They will play 2 games a week for the rest of the season and started May 24th. Ed. Stanard of the cash grain men made a bet of a barrel of Royal Patent Flour against a bale of hay, Walter Toberman, mgr. of the hay men, taking the bet. Bert Forester, mgr. of the pit men, bet a box of cigars that his team could beat the winner of the grain men. Hay men game. President N. L. Moffitt pitched the first ball while the well known Roy Carter received it. Lineup: Cash grain men, Fruend, Udell, Adam, Geigel, Ed. Stanard, Baumgartner, Armbruster, Knowlton, Sears, Appel, Art Bernet, Hollweg, Gundelfinger; pit men, Ichtertz, Beckman, Forester, O'Connell, Fisher, Veninga, Jostis, Knapp, Morton, Weinberg, Edelman; and hay men, Steed, Weber, Sullivan, Kleaver, McClelland, Murphy, Jones, Schloemer, Meyer, Tice, Crispen. Umpires, Bill Niergarth and Lou Schultz, and scorer, P. P. Connor.

## MONTANA

Culbertson, Mont.—The elvtrs. recently bot by the Russell-Miller Milling Co. in north eastern Montana from the Montana & Dakota Elvtr. Co. are located at the following points: Brockton, Bowdoin, Culbertson, Froid, Glasgow, Homestead, Hingham, Lambert, Lane, Macon, Madoc, McCabe, Nashua, Poplar, Plentywood, Reserve, Richey, Raymond, Scobey, Tapico, Whitetail, and Wolfe Point.

Missoula, Mont.—J. B. Clark, formerly with the Northern Grain & Warehouse Co. has taken over the management of our grain department. We operate a line of 5 houses in the Bitter Root and Flathead Valleys including one house here. Expect to do considerable repairing in our Bitter Root Valley houses this season such as installing new cleaning machinery and larger legs.—Missoula Merc. Co.

## NEBRASKA

Firth, Neb.—The Nebraska Corn Mills have been closed temporarily.

Scotts Bluff, Neb.—Mail addressed to the Earl H. Ground Co. is returned.

Ralston, Neb.—J. C. Mindue, of Omaha, has bot the Ralston Elvtr. and is now operating it.

Richland, Neb.—H. W. Marble has succeeded J. C. Garner as mgr. for the Farmers Elvtr. Union.

Minden, Neb.—Fred Arent has bot the South mill of the Minden Milling Co. and will make repairs.

Ogallala, Neb.—F. P. Dickerson, mgr. of the Farmers Elvtr. Co. here, has resigned and is operating a house in Hershey.

Thedford, Neb.—Farmers Union Co-op. Ass'n incorporated for \$25,000 with C. A. Eatinger as pres. and V. E. Lowery as sec'y.

Pierce, Neb.—The Weller Realty Co. of Wallace, Kan., has made a trade with Boche Bros. for the elvtrs. just east of the mill.

Hershey, Neb.—F. P. Dickerson, formerly mgr. of the Farmers Elvtr. Co. at Ogallala, is now mgr. for the Farmers Elvtr. Co. here.

Emerson, Neb.—We do not know of any improvements being made in this vicinity.—I. A. Olmstead, agt. Crowell Lbr. & Grain Co.

Duncan, Neb.—I am now mgr. for the Farmers Business Ass'n and I deny that I am agt. for Gund, Sien & Co. anywhere.—H. T. Lueth.

Pender, Neb.—Frank V. Uridil has succeeded Peter Christianson as mgr. for the Farmers Lumber & Elvtr. Co. He was formerly mgr. for the Crowell Lbr. & Grain Co. at Clarkson.

Kimball, Neb.—We are building at Dix and Oliver Siding but the elvtr. operated by us at this point will be taken over by the Western Wheat Co. and rebuilt this season.—Talbert & Vnuk.

Rockford, Neb.—I am not out of the grain business as reported. Am mgr. for the Farmers Elvtr. Co. at Otis, Colo. I sold my elvtr. here to the Farmers Union Co-op Ass'n.—L. O. Ruyle.

Clarkson, Neb.—Frank V. Uridil, temporarily mgr. for the Crowell Lumber & Grain Co. has resigned and is now mgr. of the lumber yards and elvtrs. of the Farmers Union Co-op Co. at Pender.

O'Neill, Neb.—We set a trap for the thief who has been dipping into our cash drawer now and then, and caught him with the money in his pocket.—H. E. Coyne, mgr. Farmers Union Elvtr. Co.

Charleston, Neb.—Altho I am now located at Fullerton, Cal., I am not entirely out of the grain business as I still retain my interest in the Farmers Grain & Lumber Co. here and have land interest near here also.—H. H. Otto, now at Fullerton, Cal.

Friend, Neb.—R. W. Stepanek, formerly mgr. for the Farmers Co-op. Elvtr. Co. at Holyoke, Colo., is now located at this point in connection with the Acme Mill & Elvtr. Co. which belongs to the Stepanek Estate, G. E. Stepanek the mgr. having recently sold his interests to the other heirs and starting in business for himself at another point.

## OMAHA LETTER.

Omaha, Nebr.—Wm. Martin is no longer with the Carlisle Grain Co.

W. H. Moore is now a member of the Moore Friesen Grain Co., which will engage in the cash grain business here. Mr. Moore, who was formerly with the Wichita Terminal Elvtr. Co., will look after the business here, and Mr. Friesen will take care of the country elvtr. business. This firm is reported as a successor to the Nichols Friesen Grain Co., Mr. Nichols having died last January.

## NEW YORK

Lockport, N. Y.—A Carter Disc Separator has been installed in the plant of the Federal Mill & Elvtr. Co.

# The GRAIN DEALERS JOURNAL.

Buffalo, N. Y.—The Urmston Grain Co., of Indianapolis, Ind., has brot suit against the Ralston Purina Co. to recover \$6,776.13 damages for grain going out of condition in the elvtr. of the Purina Co.

Buffalo, N. Y.—Altho F. A. McLellan has not entirely left our service, in the near future he will manage the affairs of the Co-op Grain League Federation Exchange.—H. C. Wenhenn, Chief Mfg. Dept., H-O Cereal Co. Inc.

Albany, N. Y.—The Gaffers Bill authorizing the use of \$52,000 by the agricultural commissioner to determine claims for damage on account of orders to prevent the spread of the European corn borer, was signed by Governor Mill, May 13.

East Groveland, N. Y.—Only the all wise Providence that looks after children, saved a little girl who was playing around the elvtr. of the mill of Ewart & Lake recently. She fell into a grain chute which had just been put out of use for the day a few seconds before.

Rochester, N. Y.—Martin F. Bristol, pres. of the J. G. Davis Co., which owns and operates the Granite Mills, has decided to retire from the milling and grain business to which he has devoted 50 years of his life. He is 72 years old and has been suffering from ill health for some time. Geo. G. Davis will succeed him as acting pres. until the annual meeting is called in July. Mr. Davis is also gen. mgr. with title of vice-pres. and treas. and F. L. Amish is sec'y.

Gowanus Bay, N. Y.—The contract for the State Barge Canal Elvtr. which was recently awarded to the Fegles Construction Co., will run approximately \$1,500,000. The construction is all fireproof. The elvtr. consists of 54 concrete tanks, 20 ft. in diameter, having a capacity of 1,800,000 bus. The cupola of the elvtr. is structural steel covered with 2 in. plaster walls. The house is to be equipped with 3 marine legs; has a small cleaning house on the slip side of the tanks. An extensive gallery system of structural steel will afford means of loading ocean boats lying at the barge canal terminal docks. Work will be started immediately and will be completed some time early in 1922.

## NEW YORK LETTER.

Mail addressed to Hinrichs-Bramann & Co., Wall St., is returned marked moved to Nassau St.

Geo. Roden is now with B. F. Schwartz & Co., having severed his connection with the Kasco Mills Co.

New members of the Produce Exchange are Karl Neumond, Howard M. Schaal, and Harry G. Spear. Sydney C. Joy has applied for membership.

Prentiss N. Gray, W. J. Canary, B. Nichols, C. Joy, James E. Bennett and Wallace H. Foster have applied for membership in the Produce Exchange.

R. J. Trodden, George H. Watson, Charles W. Milnes, Everard Kempshall, Ludwig W. Leisner and Dean F. Fenn have applied for associated membership in the Produce Exchange.

Wm. R. Kulper, another grain man associated with the defunct Bolle-Watson Co., has been admitted to membership in the Produce Exchange and has entered the business for himself.

The Guthrie Mill & Elvtr. Co. now known as the Gresham Flour Mills Corp. and the Sun Grain & Export Co. with which it is connected, have opened an export office here with B. Evans in charge.

Bernard J. McKinney has opened an office on his own account, trading as c. i. f. broker. He was for several years connected with the Nye & Jenks Grain Co. and later with the Bolle-Watkins Co. which recently failed.

Frank I. Maguire for many years connected with the grain trade, was recently stricken by apoplexy while on the train and died before he reached Hicksville, where his summer home was located. He was on change and in apparent health, a few hours before the news of his death was received by his friends and associates, who were deeply shocked at the sudden passing of so popular and well known a dealer. He was senior member of Maguire & Jenkins and had served 4 terms as a director of the exchange. Nathaniel Schoonmaker and John Seaman with Walter A. Montgomery and Walter R. Johnson have formed a new company under the name of Montgomery & Jenkins to succeed Maguire & Jenkins, and continue the business.

James F. Cleary will ass't Mgr. Ernest L. Cleverly of Jackson Bros. & Co. He has recently been elected to membership.

The following have been nominated for officers of the Produce Exchange to be elected June 6 at the annual meeting: Walter B. Pollock, pres.; J. Barstow Small, vice-pres., Edward R. Carhart, treas.; Welding Ring, trustee of the gratuity fund; Lyndon Arnold, W. A. Johns, L. W. Forbell, H. R. Howser, B. H. Wunder and W. W. Starr, directors.

Cedarville, O.—H. W. Updike is no longer mgr. for the Farmers Grain Co. here and has moved.

Columbus, O.—The Buckeye Grain & Feed Co. is alleged to have liabilities beyond its assets, and a receiver has been asked by Geo. W. Carroll.

Richey Switch (Convoy p. o.), O.—The elvtr. of Harry Eikenberry, containing a large quantity of oats, burned May 16. Insurance amounted to \$20,000 on the building and \$16,000 on the contents. It was a new elvtr.—C. T. Pierce, Middle Point, O.

Portsmouth, O.—The Stritmatter Grain & Milling Co. is now out of business and we will operate as the Stritmatter Grain Co.—Stritmatter Grain Co., Shippers and Brokers. (The Stritmatter Grain & Milling Co. went into the hands of the receivers in February.)

Cincinnati, O.—The new grain elvtr. of the new Ubiko Milling Co.'s plant will be 70 ft. high and will contain 20 bins with a capacity of 170,000 bus. The house will be of re-inforced concrete and will be equipped with modern machinery including all devices for loading and unloading grain.

Lodi, O.—E. L. Plank, who was owner of the Lodi Mill before the consolidation of the Lodi Elvtr. Co. and The Lodi Mill Co. in 1919 has bot the interest of C. M. Crum, mgr. of the Lodi Elvtr. & Mill Co., who has been interested ever since the consolidation. Mr. Plank is now mgr. himself. He also has a plant at Berea.

Grove City, O.—The Farmers Exchange Co. has let contract for a new 30,000-bu. reinforced concrete elvtr. to Ballinger & McAllister. It will be equipped with 2 stands of elvtr. legs, sheller, cleaner, automatic scale, truck dumps and electric motors. The company bot the site of the elvtr. of C. L. Easley, which burned some time ago.

Cincinnati, O.—Chas. B. Burkham, who has been in the grain business here for a number of years, died suddenly at his home May 7, from a cerebral hemorrhage. Before coming to this city he was for many years an active partner of E. G. Burkham & Co. of New York. Burial was at his old home in Lawrenceburg, Ind. He was 81 years old.

## OKLAHOMA

Carmen, Okla.—Phelps & Trevor are building an elvtr. here.

Canute, Okla.—J. W. Murray is mgr. of the Farmers Co-op Ass'n here.

Tulsa, Okla.—W. E. Shephard & Son are building a new elvtr. here.

Pocasset, Okla.—Bert Dolch has succeeded G. H. Snyder as mgr. for the Farmers Elvtr. Co.

Hopeton, Okla.—The Arkansas Milling Co. is overhauling its elvtr. here and will put in a new dump.

Sweetwater, Tex.—Our elvtr. will be rebuilt in time for fall business.—Sweetwater Grain & Seed Co.

Ames, Okla.—The Sun Grain & Export Co. of Guthrie has bot the elvtr. of the T. C. Cones Grain Co. here.

Woodward, Okla.—The elvtr. of J. H. Spurlock will be enlarged and new equipment installed later on.

Cherokee, Okla.—Roscoe Grimm has succeeded me as mgr. for the Farmers Federation here.—O. W. Pfeiffer.

Cheyenne, Okla.—M. Chalfant is now mgr. of the elvtr. which he recently leased to the Farmers Co-op Co.

Greenfield, Okla.—H. R. Doak is now mgr. for the Farmers Grain & Supply Co. E. I. Hall was former mgr.

Inola, Okla.—The C. B. Cozart Grain Co. is building coal bins and repairing its elvtr. installing a new distributor.

Frederick, Okla.—The Farmers Co-op. Grain & Cotton Co. will overhaul elvtr., add one leg and manlift.—R. C. Murrill, mgr.

Sayre, Okla.—The Farmers Elvtr. Co. is building an addition to its elvtr. and will increase the capacity of the house.

Douglas, Okla.—The Farmers Co-op Elvtr. Co. has incorporated for \$20,000 by N. R. Maxey, N. C. Edwards and D. A. Snyder.

## OHIO

Enon, O.—The Enon Grain Co. incorporated for \$20,000.

Hoytville, O.—The Eagle Grain Co. has increased its capital stock to \$25,000.

Maplewood, O.—The J. M. Pence Grain Co. is now operating an elvtr. which it recently moved here from Gilboa.

Prentiss (Leipsic p. o.), O.—The Gallup-Prentiss Co-op Grain Co., met here recently and voted to increase the capital stock to \$40,000.

Cavette (Van Wert p. o.), O.—We have overhauled our elvtr., installing a Sidney Combined Sheller.—Omer Pond, mgr. Equity Exchange Co.

Parlertown (Castalia p. o.), O.—Farmers near here will organize a company with a capital stock of \$30,000 and buy the elvtr. of the Irvin T. Fangboner Co.

Gilboa, O.—J. M. Pence bot the elvtr. of the Davis Grain Co. here and after tearing it down moved it to Maplewood, where it is now operated under the name of the J. M. Pence Grain Co.

Toledo, O.—The C. A. King Co. has been incorporated by John C. Husted and others for \$100,000 and is now in possession of the interests of the heirs of Frank I. King, who died recently.

Okolona, O.—The two elvtrs. of the Okolona Grain & Stock Co., which is now out of business, were sold by Receiver G. W. Rafferty to the recently organized Okolona Grain Co. The price was \$17,000 and W. F. Ruetz is mgr., formerly mgr. of the Napoleon Grain & Elvtr. Co. at Napoleon, O.

Burlington, Okla.—Chas. Bowles is now mgr. for the Burlington Grain Co.

Tuttle, Okla.—We have just finished overhauling our elvtr. and installing a 32 h.p. F.-M. engine.—Farmers Exchange Elvtr. Co.

Thomas, Okla.—The Farmers Produce & Supply Co. has been incorporated for \$25,000 by J. S. Richardson, O. Wells and E. E. Fry.

Mulhall, Okla.—The new company will operate as the Mulhall Co-op. Grain Co. It is probable that it will buy the elvtr. of M. H. Coyle Co., Ray Shaffer, mgr.

Frederick, Okla.—G. G. Black has moved his headquarters from Hollister and henceforth will direct his country elvtrs. from Frederick and job car lots. He has 7 elvtrs.

Piedmont, Okla.—G. F. Gossett, formerly prop. of the Piedmont Grain Co. has sold his elvtrs. to Oscar Dow, formerly mgr. of the Farmers Co-op. Ass'n at Ockarche.

Clinton, Okla.—We expect to improve our handling, cleaning and grinding facilities, also our corn mill. We have bot some new machinery and it is on the road.—Chas. W. Goodwin, mgr. Farmers Union Ass'n.

Leedy, Okla.—F. R. Sullen, formerly mgr. for the Farmers Co-op Ass'n of Hammon, has formed a company here in which W. L. Hutchinson, of Oklahoma City, is also interested. The new company will be incorporated in a few days and a 10,000-bu. elvtr. built.

Red Rock, Okla.—The Farmers Co-op. Exchange started its new 15,000-bu. tile elvtr. May 23. It is equipped with one leg, man lift, Eureka cleaner, Trapp truck dump and Richardson Auto Scale. R. E. Scruggs, formerly with Minco Grain Co. will be manager.

Okeene, Okla.—We have just completed a new elvtr. at this place, located on the Rock Island R. R., constructed of hollow tile with a capacity of 30,000 bus. and equipped with a cleaner and clipper and all other up to date machinery.—Farmers Union Co-op. Exchange.

Tuttle, Okla.—We are rebuilding our 15,000-bu. elvtr. to replace the one that burned here last February. Are putting up a modern rat-proof house on the crib style with a fireproof engine room, which will be iron clad and as near fireproof as a wood structure can be. We are equipping it with a F.-M. 20 h. p. engine of the Z type. The sheller and cleaner are of different make, also the other machinery is of other makes. The Chickasha Milling Co. is also doing some repairing.—Ralph R. Rector, agt. Oklahoma City Mill & Elvtr. Co.

## OREGON

Portland, Ore.—Reorganization of the Albers Bros. Milling Co. into a new corporation to be headed by Moritz Thomsen, millionaire miller of Seattle, is under way, according to a report current here, which is not denied by William J. Albers, vice-pres. of the Albers Bros. Milling Co.

La Grande, Ore.—In October, 1902, the La Grande Milling Co. bot the old Alliance Flour Mill and has been operating same ever since under the name of La Grande Milling Co. We have an elvtr. for bulk storage of about 50,000 bus. and operate the mill of about 125 bbls. capacity daily. This mill is owned by practically the same stockholders that are connected with the Pioneer Flouring Mill Co. There is no other grain elvtr. in La Grande.—La Grande Milling Co., W. W. Kiddle, vice-pres.

## PENNSYLVANIA

Greencastle, Pa.—We will have our offices at this point, but will operate both here and at Lahmaster after July 1.—Omkawke Bros.

### PHILADELPHIA LETTER.

John D. Bossert has applied for membership in the Commercial Exchange.

The Grain elvtr. of the Walters Milling Co. was damaged to the extent of \$5,000 by fire which started in the elvtr. shaft and damaged considerable grain.

Philadelphia, Pa.—The Austin Boyd Co. will be succeeded by the Levan & Boyd Co., which will maintain the former Austin Boyd offices here with Mr. Boyd in charge and also an office at Lancaster, Pa., with Mr. Levan as mgr. The two have bot the business of Jonas F. Eby & Son following the death of B. Frank Eby, April 5. Mr. Eby was the sole owner of the firm at the time of his death.—G. E. Heide, formerly with Jones F. Eby & Son.—Lancaster.

Philadelphia, Pa.—When Ernest Taylor, employed by the Hancock Grain Co., was commanded to halt by 3 men who met him on his way to work, he ran and was shot and seriously wounded. The men were officers, not highwaymen, as Taylor had supposed.

## SOUTHEAST

Gadsen, Ala.—Herzeberg & Co. will build a 10,000-bu. grain and potato warehouse.

Sheffield, Ala.—The Harris-Jones Co. incorporated for \$5,500 by J. A. Harris, U. G. Jones and L. A. Harris.

Wilmington, Del.—The executive com'ite of the New Castle County Farm Buro has made final plans for the erection of a 20,000-bu. grain elvtr.

Daytona, Fla.—The Howard Grain Co., of Jackson, has opened a branch here and will operate it as the Daytona Grain Co. with B. A. James as mgr.

Norfolk, Va.—While there is nothing that I am in a position to say definitely as to our plans for an elvtr. here, I can say that, while the question has been agitated for quite a long time matters are taking a more definite shape just now, and we have invited plans and proposals. The site has not been positively settled nor the time of building determined.—J. Gray Reed, chief grain inspector.

## SOUTH DAKOTA

Canton, S. D.—Leo Sandwig, sec'y and mgr. for the Farmers Elvtr. Co., has resigned.

Madison, S. D.—F. R. Cooffey is now mgr. for the Union Grain & Seed Co. E. R. Miller was agt.

Hammer, S. D.—We are not repairing our elvtr. as reported and we do not expect to do so.—Farmers Mill & Elvtr. Co.

Pollock, S. D.—The Pollock Implement & Grain Co. incorporated for \$50,000 by M. De Boer, E. B. Lund and J. J. Ricker.

Wasta, S. D.—We may install an auto truck dump and a new scale if prospects look good.—Lars J. Nesheim, mgr. Elm Springs-Wasta Elvtr. Co.

Parkston, S. D.—If crops turn out O. K. we will put in truck dump. We will also remodel our flour house and will do all our repairing ourselves. We are not connected with the Farmers Equity Co. here.—J. P. Arend, mgr. Farmers Elvtr. Co.

Sioux Falls, S. D.—The elvtr. of J. E. Arnold containing 1,200 bus. of oats and 1,000 bus. of corn, burned May 10, with a loss of \$22,000. The elvtr. is a total loss and was valued at about \$14,000. A number of stock cars were also burned and the railroad company figures its loss at \$18,000. W. A. Mills was operating the elvtr. at the time of the fire.

## TEXAS

Belton, Tex.—We have just put in a sack piler in our storage house.—Belton Gin & Grain Co.

Bonham, Tex.—D. V. Hill will do a car lot brokerage business here.—Smith Mears Wilhams Co.

Sherman, Tex.—The G. B. R. Smith Milling Co. has bot 2 Hall Signaling Distributors for its new elvtr.

White Deer, Tex.—W. E. Simmons has succeeded M. C. Lawver as mgr. for the Farmers Mill & Elvtr. Co.

Adrian, Tex.—The elvtr. of Lester Stone & Co., of Amarillo, has been completed and is now in operation.

Craft, Tex.—Craft Farmers Co-op Society has been incorporated by T. T. Booth, S. E. Burton and J. H. Farmers.

Spearman, Tex.—We have done some repair work on elvtr. here.—R. L. McClellan, mgr. Spearman Equity Exchange.

Texline, Tex.—The Three States Mill & Elvtr. Co. is incorporated for \$10,000 by S. O. and Gertrude Pennick and S. J. Vaden.

Taft, Tex.—The Taft Elvtr. Co. will repair its elvtr. and install a chain drag, conveyors, moisture testers, new belts, scale, etc.

Sherman, Tex.—Clarence Roberts, formerly inspector at this point is now mgr. for the Homebuilders Protective & Shipping Ass'n, millers and grain dealers, at Fairview.

Wildorado, Texas.—We are building a 25,000-bu. iron clad elvtr. here which will be completed in the next 2 weeks. H. H. Elam will be mgr.—Lester Stone & Co., Amarillo.

Higgins, Tex.—E. L. Belden, who took over the coal interests of the Gerlach-Higgins Milling Co. after the plant burned Mar. 3, is planning on entering the grain business later.

Dalhart, Tex.—We have opened a wholesale grain and hay business in the Jacques building and do strictly a wholesale business.—J. C. Kinard, mgr. J. C. Kinard Hay & Grain Co.

Wawaka, Tex.—We have bot the elvtr. site of the C. B. Cozart Grain Co. and have let contract for a 10,000 bus. elvtr.—R. L. McClellan, mgr. Spearman Equity Exchange, Spearman.

Belton (R. F. D.), Tex.—The Bailey Milling Co. has completed the remodeling of its plant at a cost of \$3,500.—Belton Gin & Grain Co., Belton.

Farnsworth, Tex.—I will build a 10,000 bu. iron clad elvtr. on the A. T. & St. Fe R. R. and equip it with an oil engine, a truck dump and automatic scale.—L. O. Street, of Woodward, Okla.

Amarillo, Tex.—Our new sales mgr. is R. C. Smith formerly ass't sales mgr. with the Wichita Mill & Elvtr. Co. at Wichita Falls—E. R. Humphrey, gen. mgr. Great West Mill & Elvtr. Co.

Lockney, Tex.—Rowe Bryant has succeeded I. A. Mabry as mgr. for the Lockney Farmers Co-op. Society. Mr. Mabry has removed to Fort Worth, where he is engaged in the commission business.

Fort Worth, Tex.—S. M. Gladney of Sherman, formerly of the Gladney Milling Co., Sherman, has sold his plant to E. F. Fant, and will be mgr. of the Track & Transit Dept. of the Fort Worth Elvtrs. Co.

Eagle Pass, Tex.—We have been in the grain business here for about 2½ years but have no elvtr. We have a 6,000 sq. ft. warehouse. We import and export grain, etc., across the border to Mexico.—Burleson & Baker.

Allen, Tex.—I have recently sold one-half interest in my grain business to D. K. Stacy of this place. The new firm name is Garland & Stacy Grain Co. We have elvtr. and corn sheller on H. T. C. R. R.—David R. Garland.

Gaylord, Tex.—Willis Carr has resumed the management of the C. B. Cozart Grain Co. and will operate the new elvtr. recently completed. He has been operating the company elvtr. at Higgins while the house here was being erected.

Higgins, Tex.—Willis Carr of the C. B. Cozart Grain Co. will resume management of the same company at Gaylord which he left last year while the new elvtr. was being erected. It is now completed. W. F. Peugh will succeed him here.

Houston, Tex.—The Lowery Grain Co., Inc., will have a new 12,000 bus. elvtr. ready June 1st. It will be used for handling corn for export, also feed grinding machinery is being installed, and the firm will do a local feed and flour business. W. C. Lowery is agt. in this territory for Kell Milling Co. mill products.

Houston, Tex.—We are just completing a 500,000-bu. elvtr. and also 1,500-bbl. mill, all of reinforced concrete construction and expect to be in operation the last of June. It is our plan to handle export grain shipments, loading direct from our elvtr. to ocean going vessels via belt conveyor, our elvtr. being situated 500 ft. back from ship channel.—Houston Mill & Elvtr. Co.

Fort Worth, Tex.—The Transit Grain & Com'isn Co., which began business recently as carlot buyers and sellers, has now converted its business to that of brokerage and consignments strictly. The firm is composed of Young Davitte and Leo Potishman. Mr. Davitte has been actively engaged in the grain business in this market for 10 years, having formerly been with Douglas W. King.

### PLAINVIEW LETTER.

The Smith Grain Co. is constructing a 12,000-bu. elvtr. equipped with the latest machinery.

B. F. Yearwood & Son will soon complete a 30,000-bu. elvtr., installing the most modern machinery.

The R. C. Ayers Grain Co. has completed the installation of oats clipper, Richardson Grain Separator, Richardson Automatic Scale, Emerson Oats Clipper, Cyclone Dust Collector and dust house, Trapp dumps. It also built 3 more small bins.

# The GRAIN DEALERS JOURNAL

The Harvest Queen Mills completed a 225,000-bu. elvtr. and a grain drier last fall and recently installed a type registering wagon scale and are putting in a track scale.

## UTAH

Kaysville, Utah.—The Kaysville Milling Co. and the Layton Milling & Elvtr. Co. are planning to consolidate. A vote will soon be taken by stockholders of both companies.

## WASHINGTON

Sunnyside, Wash.—The Neil Bros. Grain Co. has bot the elvtr. here.

Auburn, Wash.—The Auburn Milling & Grain Co. has filed a petition for dissolution.

Toppenish, Wash.—The Toppenish Elvtr. Co. has bot an interest in the Commercial Warehouse and will operate a part of it.

Palouse, Wash.—R. L. Smith has bot the interests of M. P. Lamphere in the Webster & Lamphere Grain Co., which will now be operated by A. J. Webster, mgr., R. L. Smith and Allan Lamphere associates, under the name of the A. J. Webster Co.

Packard, Wash.—The elvtr. and warehouse of the Packard Farmers Warehouse Co., on the Milwaukee railroad, eight miles north of Ritzville, burned on May 8. The company's damage probably reached \$30,000, well covered by insurance. Customers lost 30,000 bus. of wheat, it is estimated, a great deal of which was not insured. The plant was virtually new, the elvtr., which has a capacity of 65,000 bus., had been used about two seasons. The warehouse and elvtr. were covered, top and sides, with metal and were thought to be reasonably safe from fire. The elvtr. was equipped with modern machinery, including automatic scales. The blaze was discovered at about 1 a. m.

Seattle, Wash.—Fire damaged one of the units of the Fisher Flouring Mills on Harbor Island, May 8, when a blaze, believed to have been caused by friction in the dust collecting system on the top floor of the units, was discovered. As the building was of solid concrete most of the damage was from water. The fire worked down the elvtrs. and it was necessary to pour water down the shaft. This partly flooded the elvtr. From 1,500 to 2,000 bus. of grain were badly damaged. O. D. Fisher, gen. mgr., was slightly hurt when a 25 lb. brass fire extinguisher fell a distance of 25 ft. from a rafter and grazing his head, landed on his foot. All loss is covered by insurance. Repairs will be made at once.

## WISCONSIN

Antigo, Wis.—Herman Hirst is now mgr. for the store of the Hirst Milling Co.

Marshfield, Wis.—Brickheimer & Rhorn are now in charge of the Dodge Hooker Milling Co.'s plant.

Portage, Wis.—We will continue in the grain, seeds and produce business as heretofore.—T. H. Cochrane Co.

Durand, Wis.—We have let contract for a new elvtr. to be completed Aug. 1, at the latest.—Pfeiffer Elvtr. Co.

Superior, Wis.—J. A. Stark, supt. of the Itasca Elvtr. here, died in a hospital at Superior, Wis., recently. He had been ill for 3 months.

Dresser Junction, Wis.—The Hewitt Grain & Provision Co. of Escanaba, Mich., has bot the elvtr. of the defunct Osceola Mill & Elvtr. Co. here.

Park Falls, Wis.—Park Falls Producers & Consumers Ass'n has been organized to deal in grain, etc., by L. Wagner, M. Hilgart and J. Schmidt.

Ashland, Wis.—Christ Hanson, of the Hanson Bros. Milling Co., died May 9 at the home of his brother, whom he was visiting. He was 65 years old and had been in the grain and milling business nearly all of his life at or near Hammond, Wis.

Madison, Wis.—The joint finance com'ite recently approved the financial features of the administration marketing bill. The full \$173,000 requested by the marketing director, and already approved by the assembly, has been allowed. This is practically double the appropriation of last year, but requested because of the demand agricultural co-operative associations have made upon the marketing division for help.

New Holstein, Wis.—Mrs. Bertha Schroeder, wife of Geo. H. Schroeder, pres. of the H. C. Timm Grain Co., was drowned May 9 in a small creek that ran thru a deep ravine near her daughter's summer home where she was visiting for a few days.

## MILWAUKEE LETTER.

New members of the Chamber of Commerce are A. J. Conroy, Chas. R. Cochrane, H. L. Wing and E. P. Nussloch.

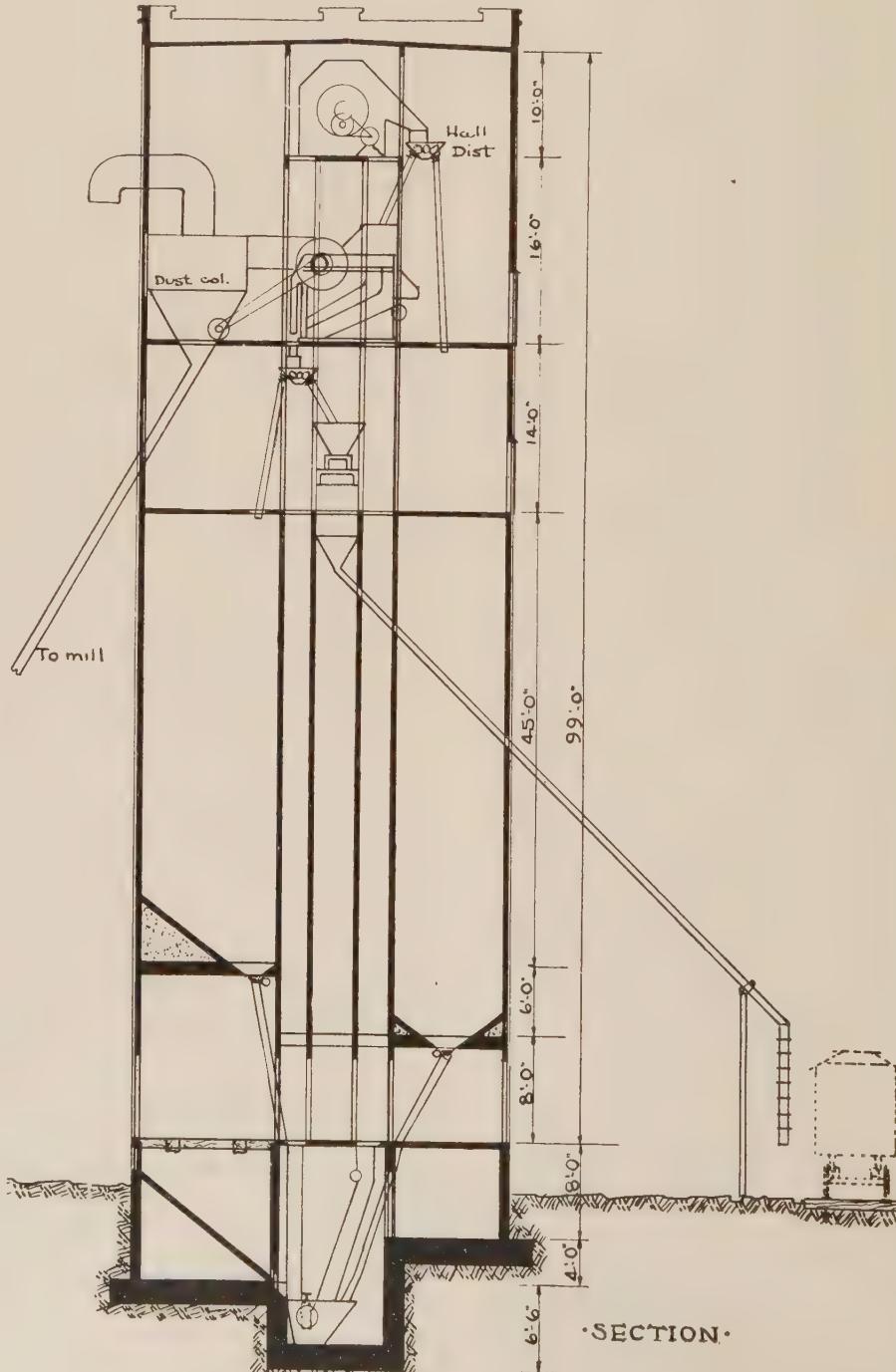
The Merriam Commission Co. has established a direct office in this city and has filed articles and a statement to do business here as a foreign corporation.

The Brush Grain Co., James T. Mallon & Son and the J. W. Rice Co., all new firms at this market, have been elected to membership privileges in the Chamber of Commerce.

We are not intending to do an elvtr. storage business but strictly a consignment or grain receiving business. Will also deal in seed consignments.—J. T. Mallon & Co., office in Mitchell Building.

**New Square Bin Concrete Elevator.**  
One of the largest country elevators of concrete is that recently completed for the Plainfield Grain Co., on the Elgin, Joliet & Eastern Railroad at Plainfield, Ill.

This house is 69 ft., 9 ins. by 31 ft., 6 ins., and 110 ft. high, and contains 24 bins each 8 ft. wide, those over the driveway being 11 ft. long and the others 9 ft. long. Three of the bins have 6 corner spaces cut out for three elevator legs, and one-half of one bin's space is used for manlift and stairway. Wagons are unloaded on three truck dumps and the elevated grain is distributed to bins by Hall Distributors or to cleaner or scales, the cleaning machine being set high enough so that a Hall Distributor can deliver to bins or weighing out scale, from which a long loading spout takes the grain to cars at some distance from the elevator. The dust collector spouts to a mill. Cross section and bin plans are reproduced in the engravings herewith.



Cross Section of New Elevator at Plainfield, Ill.

(See facing page.)

This house replaces two that were taken down and forms part of a line of 7 farmers' elevators successfully managed for many years by J. A. Hennebry.

The house was designed by Holbrook, Warren & Andrew.

### Hearing on Garlicky Wheat.

The suggestions by the Philadelphia grain men that the present rules for grading be amended to allow not to exceed three bulbets of garlic to 1,000 grams of wheat, and that where the garlic ran from 4 to 12 bulbets, a new grade of southern wheat be given, were heard May 13 at Washington by Sec'y of Agriculture Wallace. Grain merchants of St. Louis and Baltimore also were represented.

The objection to the change in the standards for red winter wheat was made plain by C. A. Morton, representing the St. Louis Merchants Exchange, who said it would lead to lax farming, and that there had been an alarming increase in the amount of garlic in the wheat coming to market in recent years.

SPAIN has restored import duties on wheat and wheat flour amounting to 8 and 14 pesetas per 100 kilos respectively and has ordered priority in sales of home grown wheat. The reason given is the recent slump in prices.

THE OVERMANNING of industries in Germany proceeds primarily from the government. Industries run by governments are over manned and the government indirectly compels private industries to keep on their payrolls numbers of workers in excess of requirements. This over manning is the chief cause of the enormous deficits recorded each month in the operation of railways, telegraphs, telephone, postoffice and other public

utilities, said Alonzo E. Taylor of the University of Pennsylvania on his recent return from Europe.

At this season of the year, however, it is more a question of crop conditions than of export demand, and the ability to concentrate supplies in the terminal markets in time to deliver on contracts, than of the total supplies. The situation from now on is dependent largely upon weather and crop conditions, as the market is extremely sensitive to crop damage reports. The Government crop report was about what was expected, but its bearish effect was offset by the German acceptance of the Reparations demands. The weakness at the close of the week on the Tincher bill and the fears of drastic State legislation against future trading in Illinois should prove of short duration, as the Tincher bill is not as bad as it has been painted. —Ichertz & Watson.

ON THE INITIATIVE of the Polish Merchants' Ass'n and with foreign capital there has been proposed a Company of Appropriation for Poland whose purposes are: (1) The importation of grain to Poland; (2) construction of warehouses and grain elevators in Poland; (3) sale to the Polish Government and municipal and communal authorities of imported and local stocks of wheat; (4) construction of wheat mills and bread bakeries in Poland. While the actual tendency of the Government's policy is to introduce and maintain free commerce in all kinds of commodities, including grain, the Ministry of Appropriation, speaking officially, announces that the Government will be willing to make a contract for the purchase of from 600,000 to 700,000 tons of imported grain a year and will assist the company in securing its contracts with municipal authorities and the co-operative societies.

### Chas. R. Crosby Takes Own Life.

New England grain dealers and distributors have suffered heavy loss on account of the car shortage last year which delayed the arrival of grain purchased at high prices until after the drop in the market.

Brooding over his troubles as he sat in his office at Brattleboro, Vt., the afternoon of May 7, Chas. Rice Crosby shot himself in the head and never recovered consciousness before his death that night at a hospital.

Mr. Crosby was born in Brattleboro, Sept. 6, 1866, the youngest of the 11 children of Edward and Betsey (Jones) Crosby. Edward Crosby built Crosby block, which was completed 50 years ago last April, in 1871, and which ever since has been one of the principal store and office structures in the southeastern corner of the state.

In 1884, in his 18th year, Mr. Crosby graduated from the Brattleboro high school. He at once entered the office of E. Crosby & Co., which already had become one of the largest flour and grain commission houses in New England. He became a member of the firm in 1888, and he had been actively identified with it ever since.

After the death of his father Mr. Crosby and his brother, Edward C. Crosby, and his brother-in-law, Leroy F. Adams, conducted the business several years. Edward C. Crosby, who was engaged in the street railroad business in Vermont and Massachusetts and was the proprietor of the Brooks House in Brattleboro, retired from the concern in 1897, but Mr. Adams remained in partnership with Charles R. Crosby until the former's death, Feb. 4, 1910, in Springfield, Mass., where he was engaged in a similar business. Since then Mr. Crosby had conducted the business alone, with a constantly increasing office force, until recently, the offices occupying several rooms on each of the second and third floors of Crosby block.

For several years Mr. Crosby worked effectively as a member of the town committee to secure the erection of a union railroad station. He was one of the contributors toward the project of surveying for a location for a dam across the Connecticut river, which resulted in the construction of the Connecticut River Power Co.'s dam at Vernon.

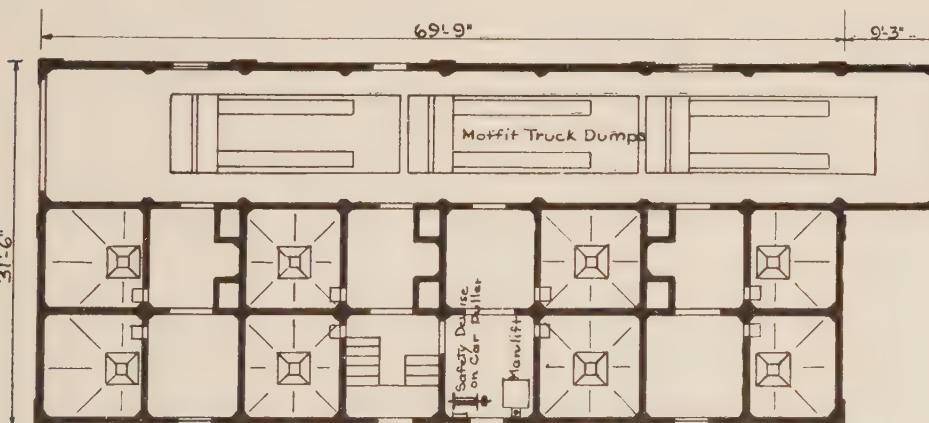
Mr. Crosby was elected a member of the village bailiffs, in which capacity he served four years. He again was elected a bailiff in 1912, but declined to serve. He had served as president of the Prospect Hill Cemetery Ass'n, also as a trustee of the Vermont tuberculosis sanitarium at Pittsford. For some time he had been a director of the Peoples National bank, and at the time of his death he was vice president. He was a corporator of the Brattleboro Savings bank and the Vermont Savings bank.

He was president of the Vermont Wheel club in 1899-1900. As a representative of the club he participated in numerous races in the days of high-wheel bicycling, and in 1887 he won the half-mile state championship. He also won several other races.

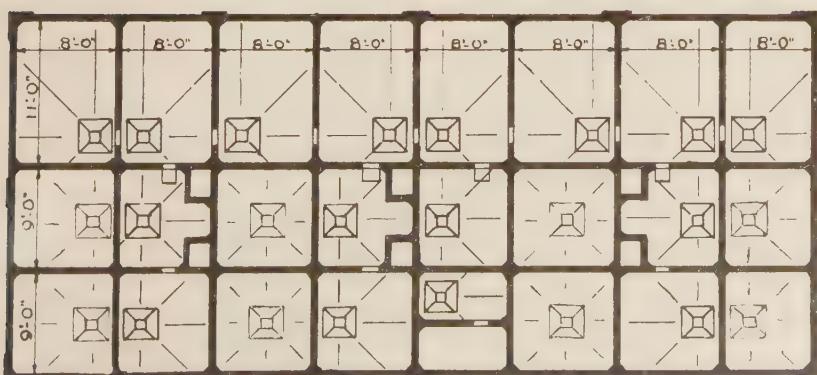
He was a member of the Brattleboro Country club, Columbian lodge, No. 30, F. and A. M., Beauseant commandery, No. 7, Knights Templar, the Brattleboro Chamber of Commerce, the Boston Chamber of Commerce, and a director of the Grain Dealers' Mutual Insurance Co. of Boston.

Mr. Crosby married, in 1888, Miss Martha A. Bemis of Brattleboro, who survives with five children. They are Marjorie, wife of Lyman M. Smith of East Angus, P. Q., Godfrey, who is married and has been associated with his father, and Sylvia, Richard and Charles, Jr., who live at home. A son, Edward, died Oct. 1, 1908. Mr. Crosby also leaves a brother, Edward C. Crosby of Brattleboro, and several nephews and nieces.

HEARINGS on the Capper-Tincher bill will be begun by the Agriculture Com'ite of the Senate on May 27.



FLOOR PLAN AT DRIVEWAY LEVEL.



Floor and Bin Plans of New Elevator of Plainfield Grain Co., at Plainfield, Ill.  
(See facing page.)

## Grain Carriers

PORT COLBORNE, ONT.—Congestion at the elevator here tied up nine steamers recently.

FRANKLIN K. LANE, at one time a member of the Interstate Commerce Commission, died May 18.

A SOLID trainload of Canadian wheat came into the United States from Moose Jaw, Sask., on May 11.

CAIRO, ILL.—A barge to transfer 32 cars at a time from car to boat has been planned here by the Illinois Central.

TO KEEP the bean cake meal factories of eastern China in operation the Chinese carriers have reduced rates 25%.

KANSAS CITY, Mo.—The Rock Island Railroad Co. is becoming more strict against allowing inspection without permission having been indorsed on the B/L.

LAKE VESSELS at Chicago the week ending May 14 took 2,700,000 bus. of wheat, against 66,000 bus., going east by rail. Three times as much corn went by water as by rail.

NORTH DAKOTA has filed a petition in the United States Supreme Court to bring an original proceeding to prevent the railroads in that state from increasing their intrastate rates as authorized by the Interstate Commerce Commission.

GRAIN LOADINGS of American railroads for the week ending Apr. 30 were 34,426 cars, against 29,522 in 1920, and 36,587 in 1919. Losses on other commodities made the total loadings for the week 721,997 cars, against 800,960 cars a year ago.

SHIPPERS on the Illinois Central will be able to save many hours on their grain shipments to the eastern markets if the Illinois Terminal Railroad is granted permission to build a fourteen mile line at Le Claire, Ill., to connect the Illinois Central with the Pennsylvania System.

HOUSTON, TEX.—Considerable inquiry has developed respecting grain shipments via Port Houston and Manchester, inquiry for grain cargo by ship agents being very frequent as it will give better loading conditions for cotton and other commodity cargoes.—Houston Mill & Elevator Co.

REPEAL of the Pennsylvania full train crew law, recently, is a partial restoration of private management, as it gives the public service commission the power to determine the adequacy of train crews. The full crew law in 1920 added \$4,400,000 to the payrolls of the Pennsylvania R. R.

WINNIPEG, MAN.—A protest against the refusal of the railroads to give information of damaged or wrecked cars was filed recently by the grain men here with the Dominion Transportation Commission. Without the information it is difficult to make good claims for grain lost in transit. Last year 14,000 cars were reported arriving at Fort William in leaking condition.

A SHIPMENT of rye and corn for export was moved in the rush time of 5 days from Milwaukee to New York. Leaving Milwaukee Sunday morning the steamer reached Buffalo Wednesday noon and its cargo was transferred to cars, which arrived alongside the steamer at New York Friday morning. In addition to 174,000 bus. of corn there was 49,000 bus. of rye.

“THE FUNDAMENTAL trouble with the railroads is that their owners are not allowed to exercise the functions properly incident to ownership. Railroad owners are not masters in their own house. Their income is fixed for them by prescribed rates and their outgo by prescribed wages. The theory of public control is alluring, but the public control in practice is bankrupt.”

SACKED GRAIN was loaded for export in an oil tank steamer recently by the Northern Grain & Warehouse Co., Portland, Ore.

BUFFALO, OKLA.—The Buffalo Northwestern Ry. has tributary to it not 35,000 acres, as erroneously stated, but 100,000 for Buffalo alone and more than that acreage for the other stations.—Jim Litz, mgr. Farmers Co-Operative Elevator Co.

ON THE SOUTHERN PACIFIC, employees whose sole duty was to keep watch on stationary engines and to stop the engine in case anything went wrong were reclassified by the director-general as “electrical workers,” one man on the Salt Lake division being given back pay of \$2,381, another \$2,094, another \$2,009, another \$2,003, and six others amounts varying from \$1,500 to \$1,900.

RAIL RATES must be reduced. When rail rates rise to a point where it costs as much to market a commodity as the producer receives for it there is something radically and viciously wrong. It would be better for railroad investors to suffer than for the whole country to be strangled by excessive and unjust freight rates. The railroads are absorbing more than the margin of profit from the producer to the consumer.—Ichertz & Watson, St. Louis.

SINCE the federal government established barge service between Baltimore and North Carolina points 100 local barges privately owned have been tied up at Baltimore with nothing to do. At the same time the War Department is running its barges to Newbern, N. C., at a great loss to the public treasury. The Baltimore Chamber of Commerce, thru Representative Hill, has submitted protests against the unfair government competition with private enterprise.

TRAFFIC thru the Panama Canal has increased 72 per cent this year. All business is being taken from the transcontinental lines. The United States Shipping Board, with the treasury behind it, is conducting a competition which the privately owned carriers cannot meet. The ships are even taking the Pacific coast citrus fruits. In 1920 only \$62,264,000 went as a return to those who paid for the properties, while sixty times as much went to those employed on the railroads. This answers the question, “Why don’t we build more railroads?” said Julius Krutschnitt of the Southern Pacific to the Congressional Com’ite. The Shipping Board is said to be losing \$20,000,000 a month.

THE U. S. RAILWAY LABOR BOARD on May 18 made the following announcement of a cut in wages: Whereas, The railroad labor board has this day, by formal resolution, declared that, in its judgment, based upon the evidence before it in the disputes already heard, prevailing conditions justify to some extent, yet to be determined, a readjustment downward of the wages of the employees of the carriers which are parties to the disputes already heard by the labor board; therefore, be it resolved: That this board will, on June 1, 1921, announce its decision, covering the disputes as to wages between carriers and their employees, which have been heretofore heard by the board, to become effective July 1, 1921. That Monday, June 6, 1921, be set as the date when this board will hear the representatives of the parties to disputes filed since April 18, 1921, or which may yet be filed and docketed prior to June 6, it being the purpose of the railroad labor board to make its decision of the disputes heard June 6, 1921, effective July 1, 1921.

AN AGRICULTURAL finance corporation to be capitalized at \$50,000,000 from the profits of the U. S. Grain Corporation is proposed in a bill prepared by Senator Norris.

HORSES are profitable as by-products, and, as regular farm power, consume home grown fuel, instead of that shipped in tanks.—H. A. Plumb, secy., Milwaukee Chamber of Commerce.

## Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com’s’n the carriers have made the following changes in rates:

ILLINOIS CENTRAL in a special sup. to tariffs gives the minimum weights on grain and grain products effective May 15.

C. & A., in special supplement, gives minimum weights on grain and grain products, effective May 15.

C. I. & L., in special supplement, gives minimum weights on grain and grain products, effective May 15.

C. B. & Q., in blanket supplement, gives minimum weights, rules and regulations on grain and grain products, effective May 15.

C. & E. I., sup. 3 to 7725-C, gives rates on grain from stations on the C. & E. I. R. R. to points in Indiana, Michigan and Ohio, effective May 15.

Central Freight Ass’n, W. J. Kelly, agt., in special supplement, gives the minimum carload weights on grain, grain products and by-products of grain, effective May 15.

C. & E. I., sup. 3 to 6639-D, gives rules governing milling and malting in transit privileges on grain and grain products at stations on the C. & E. I. R. R., effective May 15.

C. B. & Q., in sup. 6 to 3200-E, suspends schedule of rates on grain, grain products and seeds between Missouri River points and Chicago, Peoria, St. Louis, St. Paul, Minneapolis, Duluth, Winona and La Crosse.

C. & E. I., sup. 5 to 8625-B, gives rates on grain and grain products from stations on the C. & E. I. R. R. to points in Alabama, Arkansas, Florida, Louisiana, Mississippi and Tennessee, effective May 26.

C. B. & Q., in sup. 8 to 3200-E, gives rates on grain, grain products and seeds between Missouri River points and Chicago, Peoria, St. Louis, St. Paul, Minneapolis, Duluth, Winona and La Crosse, effective June 20.

C. B. & Q., sup. 5 to 2964-E, gives rates on classes and commodities between Chicago, Peoria, Winona, St. Paul, Minneapolis, also stations taking same rates as named in original tariff, and stations on St. Louis & Hannibal Railroad, effective May 15.

C. & E. I., sup. 26 to 8650, gives rates on grain, grain products and grain by-products, also cotton seed, cotton seed ashes and cotton seed hull bran from stations on the C. & E. I. R. R. to points in New York, Ohio, Pennsylvania, West Virginia and the Dominion of Canada, effective May 28.

Erie, in sup. 18 to 182-D, gives rates on grain, grain products and grain by-products from Chicago, Englewood, Hegewisch and Fullman Jct., Ill.; Hammond, Highlands and Saxony, Ind., to points in Indiana, Kentucky, Michigan, New York, Ohio, Pennsylvania and West Virginia, effective May 15.

C. B. & Q., sup. 9 to 3200-E, gives rates on grain, grain products and seeds between Missouri River points and Chicago, Peoria, St. Louis, St. Paul, Minneapolis, Duluth, Winona, La Crosse and stations taking same rates or arbitraries higher named in tariff, effective June 15.

C. B. & Q., in sup. 5 to 1800-D, gives rates on grain, grain products, broom corn and seeds between stations on the C. B. & Q. R. R. lines west of the Missouri River, also Rapid City, Black Hills & Western Railroad, and Chicago, Peoria, St. Louis, St. Paul and Duluth, effective May 15.

C. B. & Q., in sup. 22 to 3457-H, gives the local and joint rules and regulations including reconsigning, stopping in transit, restrictions as to acceptance of freight and freight requiring prepayment or guarantee, mileage payments and rental charges on private cars, etc., effective April 30.

A. T. & S. F., G. C. & S. F. and Panhandle & Santa Fe R. R. Companies, in sup. 8 to 5588-L, give rates applying on grain and grain products, etc., between points in Kansas, Colorado, Missouri and Oklahoma; also Superior, Nebr., and Joplin, Mo., and points in Ill., Ind., Ia., Kans., Mich., Minn., Mo., Neb., Okla., and Wis., effective June 18.

C. B. & Q., sup. 7 to 1346-G, gives rates on grain and grain products between Chicago, Peoria, Quincy, East St. Louis, St. Louis, etc., and stations on the C. B. & Q. R. R., G. & W. R. R., R. I. Sou. Ry., and C. B. & Q. R. R.

Mississippi River points, Dubuque, Ia., and south thereof; also stations on the M. B. & S. R. R., effective May 15.

C. B. & Q., sup. 6 to 1800-D, gives rates on grain, grain products, broom corn and seeds between stations on the C. B. & Q. R. R. lines west of the Missouri River, also Rapid City, Black Hills & Western Railroad, and Chicago, Peoria, St. Louis, St. Paul, Duluth and other points on lines east of Missouri River, effective June 15.

C. B. & Q., sup. 4 to 1218-G, names rates on grain and grain products, etc., from stations in Kansas, Nebraska, Wyoming and Colorado on the C. B. & Q. R. to Cairo, Metropolis, Evansville, Memphis and New Orleans, also Port Arthur, Port Bolivar, Galveston and Texas City, New Orleans, Southport, Westwego, Port Chalmette, La., Pensacola, Fla., Mobile, Ala., and Gulfport, Miss., when for export, effective June 15.

C. B. & Q. in G. F. O. 1218-G, sup. 2, gives rates on grain and grain products from stations in Kansas, Nebraska, Wyoming and Colorado on the C. B. & Q. to Cairo, Metropolis, Ill., Evansville, Ind., Memphis, Tenn., and New Orleans, La., and to Port Arthur, Port Bolivar, New Orleans, Southport, Westwego, Port Chalmette, Pensacola, Mobile, Gulfport, Galveston and Texas City, Tex., effective May 25.

C. B. & Q., sup. 2 to 5100-E, names the commodity rates on live stock, lumber and articles taking same rates or arbitraries higher, flax seed, grain, grain products, and articles taking the same rates, coal and coke, between stations on the C. B. & Q. R. R., also stations on connecting lines provided for in tariff and as amended, and stations on F. D. D. M. & S. R. R. and interurban railway named in tariff and as amended, effective June 20.

C. B. & Q., in sup. 21 to 3457-8, gives rules and regulations affecting freight traffic on the C. B. & Q. O. & K. C., Rock Port, Langdon & Northern, and Tabor & Northern Ry. companies, including reconsigning, stopping transit, restrictions as to acceptance of freight and freight requiring prepayment or guarantee, mileage payments and rental charges on private cars, etc., effective June 1.

Central Freight Ass'n, W. J. Kelly, agt., in sup. 2 to 165-B, shows application of rates from points in Ill., Ind., Ky., Md., Mich., western N. Y., Ohio, Ontario, W. Va. and western Pa., to points in Ill., Minn., Wis. and Mich. (upper peninsula), taking same rates as in effect to Duluth, Green Bay, Houghton, Hancock, Manistique, Manitowoc, Marinette, Menominee, Michigamme, Minneapolis, St. Paul and Winona, effective June 1.

C. B. & Q., sup. 23 to 3457-H, gives rules and regulations affecting freight traffic on the C. B. & Q. R. R., Q. O. & K. C. R. R., Rock Port, Langdon & Northern Ry., and Tabor & Northern Ry., including reconsigning, stopping in transit, restrictions as to acceptance of freight and freight requiring prepayment or guarantee, mileage payments and rental charges on private cars, etc., effective June 15.

C. B. & Q., in sup. 3 to 4000-E, names commodity rates on grain, grain products and seeds between Chicago, Peoria, St. Louis, Minneapolis and St. Paul, also export rates to Chicago and Peoria, and stations in Iowa and Missouri except Missouri River crossings; also from stations in Iowa and Missouri River crossings, to Metropolis, Ill., Cairo, Ill., Evansville and Key West, effective June 20.

C. R. I. & P., sup. 11 to 29329-D, gives changes in rates on grain, grain products and seeds between Albright, Neb., Armourdale, Atchison, Council Bluffs, Kansas City, Leavenworth, Omaha, St. Joseph, So. Omaha, Sugar Creek, Mo., and stations in Iowa, Kansas, Missouri and Nebraska on the C. R. I. & P. Ry., C. B. & Q. R. R. and M. P. R. R. and stations in Illinois, Indiana, Iowa, Minnesota, Missouri, South Dakota and Wisconsin, effective June 10.

C. B. & Q. in Sup. 19 to 5400-B gives the local and proportional rates on broom corn, flax seed, grain, grain products between Omaha, South Omaha, Nebraska City, Neb.; Council Bluffs, Pacific Junction, Sioux City, Iowa; Atchison, Leavenworth, Kans.; Kansas City, St. Joseph, Mo., and stations taking same rates, also stations on the C. B. & Q., west of the Missouri River with the exception of Colorado and stations on the C. B. & Q. lines west of the Missouri River, also stations on the C. & N. W., R. C. B. H. & W. and C. & W. Ry., effective May 20.

I. C. in Sup. 9 to 601-F, gives rates, domestic and when for export, applying on grain, grain products, hay and seeds and articles taking same rates between stations in Iowa, Minnesota, South Dakota on I. C. R. R., F. D. D. M. & So. R. R., Waterloo, Cedar Falls & Northern R. R. and Watertown & Sioux Falls Ry., and Chicago, Milwaukee, Peoria, Minneapolis, St. Louis, Omaha, Ohio River crossings, and other stations in Ill., Ind., Ia., Minn., S. D., Ohio and Wis., effective June 15.

C. & E. I., Sup. 1 to 622-G, gives rates on grain, grain products and grain by-products, also broom corn, green corn, corn cobs, cotton seed, cotton seed ashes, seeds (Hungarian and millet), and red top seed chaff from stations on the C. & E. I. R. R., also from Henderson and Owensboro, Ky., and from Cairo (via M. & O. R. R.), Joliet (via H. J. & E. Ry.), and Momence Transfer, Ill. (via C. M. & G. Ry.) to points in Illinois, Indiana, Iowa, Kentucky, Michigan, Minnesota, Missouri, Ohio, Pennsylvania and Wisconsin, effective May 28.

C. R. I. & P., Sup. 9 to 28675-D, gives rates on grain, grain products, broom corn, alfalfa cake and meal, linseed cake and meal and seeds between Chicago, Peoria, Rock Island, Council Bluffs, Kansas City, St. Joseph, St. Louis, Minneapolis, St. Paul, Omaha, and stations taking same rates as shown on pages 14 to 33 inclusive of tariff, also stations in Colorado, Illinois, Iowa, Kansas, Minnesota, Missouri, Nebraska, Oklahoma and South Dakota, and stations in Colorado, Kansas, Nebraska, New Mexico, Oklahoma and Texoma, Tex., effective June 23.

Central Freight Ass'n, in Sup. 25 to 245, gives rates on grain, grain products and by-products of grain from points in Ill., Ind., Ia., Ky., Mich., Mo., N. Y., Ohio, Pa., W. Va., & Wis. to Albany, Baltimore, Boston, Montreal, New York, Philadelphia, Rochester, Syracuse & Utica, also to points taking same rates or arbitraries higher, as per eastbound basing tariffs and eastbound billing instructions and guide books referred to on pages 78 to 81 of tariff, as amended, and as provided on pages 69 to 77 of tariff, as amended, also bases for rates to Baltimore, New York, Philadelphia, etc., on export traffic, effective June 1.

We have been buying heavily of grain in the Argentine, yet not a single coal cargo has gone in that direction from this country for over a month. How is this sort of thing going to finish up? We are buying wheat, flour, provisions, metals, and all sorts of things in the States, to whom we owe hundreds of millions of pounds already which are payable on demand. Fortunately for us America is a lenient creditor. The day is fast coming when it will be found impossible to buy enormous quantities of foodstuffs abroad. Let this be explained to the working men and others so that they may be warned in time. A good many people have been without coal lately for the first time in their lives; they may, unless there is a drastic change everywhere, have to go short of food in the near future.—*Corn Trade News*, Liverpool.

Australian mill proprietors and overseas shippers are continually voicing complaints respecting the dishonest practices of certain sub-agents of the Australian Wheat Board, whose duty it is to direct the loading of wheat at inland stations for coastal mills or shipment abroad. The practice complained of is systematically trucking inferior and F. A. Q. wheats together, contrary to the very definite instructions issued by the Board. Trucks holding 190 bags will have about 90 bags of inferior wheat placed at the bottom, and the balance, comprising a better sample of wheat, so loaded as to completely cover the poor quality grain. The deception is not always discovered, but when a culprit is brought to judgment the Board deals the reverse of lenient with him, and in a case recently enquired into the agent was ordered to pay 2s. 3d. per bushel dockage on 90 bags of decidedly inferior grain, besides having to pay all expenses incurred, a severe caution accompanied the penalty, but it is difficult to comprehend why the agent should be allowed to remain in a position where he will have further opportunities to deceive and defraud.—The Miller, London.

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## Supreme Court Decisions

**Public Warehouse Cannot Discriminate.**—A public warehouse company cannot discriminate by rejecting or excluding any one therefrom as seller or buyer. A public warehouse cannot exclude therefrom a buyer for the reason that he was not a member of or had been excluded from a board of trade.—*Gray v. Central Warehouse Co.* Supreme Court of North Carolina. 106 S. E. 657.

**Value When Delivery Demanded.**—Where plaintiff deposited wheat with warehouseman, transferring his receipts to another company, who took out some wheat and assigned to plaintiff any rights that remained, in plaintiff's action for the value of alleged remaining wheat, the market value should be found as of the time of his assignor's demand for delivery.—*Hancock v. Pacific Coast Elevator Co.* Supreme Court of Washington. 196 Pac. 647.

**Warehousemen.**—Whether or not under Ky. St. § 4770, warehouse receipts are negotiable in the same sense as bills of exchange and promissory notes, where a warehouseman indorsed warehouse receipts in blank and placed them in his vault to which his bookkeeper had access, held, that the warehouseman could not insist upon his title as against a bona fide purchaser for value from the bookkeeper who had stolen them; the case being one where the true owner had put it in his agent's power to impose upon a third party.—*Flexner v. Meyer.* Court of Appeals of Kentucky. 229 S. W. 99.

**Damages for Conversion at Highest Market Value.**—In an action for conversion of corn, it was not error to give judgment for the highest market value of the property between the date of the conversion and of the verdict under Civ. Code, § 3336, though that amount exceeded the amount claimed, where the answer joined issue on the amount of damages and the case was tried on the theory that the Code measure of damages should apply, in view of Code Civ. Proc. § 580, providing that, except in case where there is no answer, the court may grant plaintiff any relief consistent with the case made by the complaint.—*Kimball v. Swenson.* District Court of Appeal, California. 196 Pac. 781.

**Memorandum Not a Contract.**—Where defendant did not agree to sell wheat to plaintiff, but merely purchased wheat from others for plaintiff, and defendant's signature to a contract, purporting to sell wheat to plaintiff, was procured under plaintiff's agreement that the contract should be used merely as a memorandum of the quantity defendant had purchased for plaintiff, and for no other purpose, no recovery could be had against defendant on such instrument, whether defendant was a paid agent of plaintiff or a mere volunteer go-between, since to permit an action to be maintained on such a contract would be to perpetrate a fraud.—*McCaull-Dinsmore Co. v. Stevens.* Supreme Court of Montana. 194 Pac. 213.

**Disposition of Grain Bought of Bankrupt.**—Where mortgagor of grain sold it with mortgagee's consent to defendant, and the mortgagor became a bankrupt and the buyer delivered the proceeds of the sale to the trustee in bankruptcy upon the referee's order, such transaction did not constitute defendant a trustee for the mortgagee under Rev. Code 1919, § 989, since the trust relation can only be established by a voluntary agreement or by operation and construction of law under sections 1193, 1194. The referee had jurisdiction by summary proceedings to compel its payment to the trustee, so that the defendant buyer in obeying the order was not guilty of converting the mortgagee's interest therein. To sustain a suit for wrongful conversion, the defendant must be shown to have intentionally converted the property to his own use, or to have assumed dominion for his own benefit, or to have injured or destroyed the same, and a showing that a warehouseman who has purchased mortgaged grain has turned the proceeds over to the trustee of the owner's bankrupt estate is insufficient to show conversion as against the mortgagee.—*Bank of Brookings v. Aurora Grain Co.* Supreme Court of South Dakota. 181 N. W. 909.

**Measure of Damages for Carrier's Delay.**—Where plaintiff shipper had sold to the consignee the peaches shipped at the place of shipment, he was entitled to recover as damages for delay injuring the peaches the difference between the price for which he had sold the peaches, which was their market value at the place of shipment, with freight, loading, and war tax added, and their market value in their damaged condition at destination when he was notified of their nonacceptance by the consignee. Where the carrier, at the shipper's request, accepted the duty of disposing of a shipment of peaches damaged by delay, the rule of the consignee's duty to accept delivery of a damaged shipment subject to his claim for damages was inapplicable.—*Wilson v. Hines, Director General.* Supreme Court of Utah. 196 Pac. 1007.

**Bank Liable Under Rules of Grain Exchange.**—Under rules of the Omaha Grain Exchange, when a car of grain is sold and the B/L is assigned, the buyer issues a receipt stipulating that title shall remain in the seller until the grain is paid for, and a notation of the issuance of the receipt is stamped upon the B/L, thereby giving notice to Exchange members that negotiation of the B/L is prohibited until the seller is paid. Held, that a bank to which a B/L bearing such notation is indorsed, with accompanying draft, for deposit and credit, and through which the said paper is negotiated and the grain wrongfully sold, is liable to the owner for conversion, if knowledge on the bank's part of the meaning of said notation and of the Exchange rules is directly shown or can reasonably be inferred from its previous experience and dealings.—*Standard Grain Co. v. State Bank of Omaha.* Supreme Court of Nebraska. 182 N. W. 507.

**C. I. F. Sale.**—The letters "c. i. f." used in executory contracts of sale, mean that the goods are to be shipped to an agreed point of destination, and that the price which the buyer is to pay includes the cost of the merchandise and the insurance and freight to destination, and when the seller has arranged for the freight, has shipped the goods, and has effected insurance for the benefit of the buyer to the point of destination, he has performed his contract, and the buyer is bound to accept and pay the seller's draft, with a B/L and the insurance certificate attached, and, if the goods are lost in transit, he must look to the insurance for indemnity, or, in certain circumstances to the carrier. The measure of damages for seller's breach of a c. i. f. sale contract is the difference between the contract price and the market price at the point of destination, and not at the point from which the goods were to be shipped, altho title passed, to the extent of throwing upon the buyer the risks of transportation, at the shipping point.—*Seaver v. Lindsay Light Co.* Supreme Court of New York. 187 N. Y. Supp. 622.

**Carrier Liable when Delay Loses Sale.**—Where a delay in the transportation has caused the loss of a sale at a stipulated price, such delay is the proximate cause of the loss to the shipper of the full value of the goods, where the subsequent action of the carrier in the wrongful sale of the goods has prevented the plaintiff from himself selling the goods on the market or taking any other steps to minimize the damage which he has suffered.—*N. Y. P. & N. R. Co. v. Chandler.* Supreme Court of Appeals of Virginia. 106 S. E. 685.

**Farm Lease Held Effective Against Grain Buyer Without Filing.**—Where a lease of a farm on shares contains a provision to the effect that title to and possession of all crops shall be in the lessor until the conditions of the lease have been complied with by the lessee and a division made of the crop, he (the lessee) has an equitable interest in the crops, even prior to the performance of the conditions and division of the crop; but such equitable interest is not superior to, and does not avoid or infringe upon, the rights of the landlord as reserved in such stipulation. The provision reserving title to all crops in the landlord is effective, without filing the contract as a chattel mortgage. An assignee of the tenant is presumed to be acquainted with the terms and stipulations of the lease, and acquires no greater rights than the tenant had to transfer.—*Merchants State Bank v. Sawyer Farmers Co-operative Ass'n.* Supreme Court of North Dakota. 182 N. W. 263.

### Attached Car to Force Arbitration.

J. H. Cofer, of Norfolk, Va., who brot the convention of the Grain Dealers National Ass'n to that city several years ago, and who vainly endeavored to strengthen the arbitration work of the Ass'n by having it take cognizance of grades of samples submitted, is just as energetic in promoting his private business as grain merchant.

Thru a broker J. H. Cofer & Co. bot seven cars of oats of the Parker Corn Co., Kansas City, Mo., for 5 days shipment, Kansas City weights and inspection. Seller shipped from country points and Cofer declined them as neither weights nor inspection certificates were attached; but he did offer then to take the oats at the market price on the date of rebilling at Kansas City, and finally it was settled that Cofer would accept destination weights and grades, but not country shipment. Even so the oats were not loaded out in contract time.

The Arbitration Com'ite No. 3 of the Grain Dealers National Ass'n, composed of S. L. Rice, Frank A. Coles and Thos. C. Craft, Jr., held:

The defendant tries to bring into this case a counter claim for \$1,704.52 loss on a car of oats shipped by the defendant to the Colonial Cereal Co., of Norfolk, refused by them and unloaded into the N. & W. Elevator by the railroad, to release equipment. The plaintiff attached these oats when defendant refused to arbitrate the case under consideration. Before the defendant had agreed to arbitrate with plaintiff, the suit at law had been tried and oats sold by order of court, and after deducting expenses, the net proceeds of sales amounting to \$475.20 were paid by court order to plaintiff which check was forwarded to defendant immediately on receiving word from Mr. Quinn, sec'y, that defendant had agreed to arbitrate. Defendant sent check back to plaintiff. We direct that plaintiff give credit for this amount, making net claim of \$1,554.93. We direct the defendant to pay the plaintiff this amount and also to pay cost of arbitration.

**FIRST PRIZE** has been granted to the Dodge City Alfalfa Milling, Elevator and Supply Company of Dodge City, Kan., for having the longest name in the grain trade. Any manager who is called upon to write three yards of signatures four times a day will be excused for complaining of writers' cramp.

**THE GENERAL SALES TAX** is strenuously opposed by the Farm Buro Federation and by some grain dealers. One objection is that the tax would have to be paid out of the capital value of the farm where it is carried on without profit. The tax would greatly exceed the entire margin of present profit of some handlers of grain.

**SEEDBUREO QUALITY GRADING EQUIPMENT**  
IS THE BEST AT LOWEST PRICE.  
IT WILL PAY YOU TO USE THE  
OFFICIAL BROWN-DUVEL MOISTURE  
TESTER, A FULLLINE - PROMPT SHIP-  
MENT, ASK FOR CAT. NO. 32.  
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15% of amount collected on claims not yet declined.  
33 1/3% of amount collected on declined claims and  
claims sued upon with your consent.

Representing Sixteen State Grain and  
Livestock Shipping Associations

## Supply Trade

IF YOU ARE BUSY, advertise and keep busy. If you are not busy, get busy and advertise, and you will soon be as busy as you want to be.

OMAHA, NEB.—The Trapp-Gohr-Domovan Co. reports the recent sale of 100 Trapp Dumping Systems for installations in grain elevators in different sections of the country.

WICHITA, KANS.—E. A. Matthews, southwestern manager of the Richardson Scale Co. reports sales of Richardson Automatic Scales as follows: Missouri 2; Kansas 16; Texas 11; Oklahoma 16.

IF YOU HAVE no faith in the power of advertising, don't advertise. But—if you have faith in advertising, show your faith—prove your faith by your works—by advertising regularly, persistently, courageously. Do not advertise as men advertise who lack faith in advertising, spasmodically, occasionally, lackadaisically. The latter advertising practice will waste your money.

CHICAGO, ILL.—The Medusa Concrete Waterproofing Co. has been given judgment by the U. S. District Court against the Ceresit Waterproofing Co. and others, for infringement of the Newberry patent, No. 851,347, covering the use of a fatty acid for mixture into concrete to make it waterproof. In the Newberry patent the product used is stearate of lime, a dry powder insoluble in water, and the percentage used in the cement is very small. The court upheld the patent altho laboratory tests showed the Newberry process had no practical value.

TO PREVENT the spread of the European corn borer in Canada and the United States, a large number of Canadian and American Entomologists held a conference at St. Thomas, Ont. One of the subjects proposed was the establishment of a testing laboratory near St. Thomas.

### International Grain and Hay Show.

The third International Grain and Hay Show will be held at the Union Stock Yards, Chicago, Nov. 26th to Dec. 3rd, in connection with the International Live Stock Exposition. The Chicago Board of Trade has announced that it will again contribute \$10,000 in premiums as it did for the first two shows.

In order to give exhibitors equal opportunities, the United States and Canada have been divided into six regions or districts. Several changes in regional boundaries were made this year.

Classes for corn, oats, barley, wheat, soy beans, cow peas, field peas, rye, kaffir, milo and small seeds will be continued.

Grain that is clipped, scoured, bleached, etc., is objectionable and any sample of oats or barley clipped or scoured so that the endosperm is exposed, will be disqualified at the discretion of the judges.

At the suggestion of George S. Bridge of the Chicago Board of Trade, classes have been made for members of boys' and girls' clubs and suitable prizes will be awarded the junior grain and hay growers.

The plan of judging exhibits by a com'ite of five will be continued. The judging will start Saturday morning, Nov. 26.

Educational exhibits from the Agricultural Colleges and Experiment Stations which have been a prominent feature of the last two Shows will be a big feature this year and the U. S. Department of Agriculture also will be represented by an educational display.

Premium lists will be ready in the near future and may be obtained by writing the International Grain and Hay Show, Union Stock Yards, Chicago, Ill.

### Contract Given as Mere Memorandum Not Binding.

The Supreme Court of Montana on Feb. 21, 1921, released Geo. H. Stevens of Ft. Benton from the following contract:

"Helena, Montana, July 28, 1914.  
"Geo. H. Stevens, Ft. Benton, Montana. We confirm purchase of you as follows: 30,000 bushels No. 2 or better Hard Montana wheat at 73½c per bushel f. o. b. Benton, Montana. September-October delivery at Duluth, Duluth terms. Duluth terms are shipper pays on each car: Weighing and inspection \$75. Interest on draft. Freight on dockage. Billing—The McCaull-Dinsmore Co., Duluth, Minn.  
"Make draft with B/L attached on our Minneapolis office.  
"This contract accepted by  
"Yours very truly,  
"The McCaull-Dinsmore Co."

on the ground that as alleged by Stevens he had signed the contract on the representation of plaintiff's agent G. A. Bailey that it was to be used only as a memorandum of the quantity purchased by Stevens from farmers for the account of plaintiff. Defendant alleged that the only deliveries under these contracts were those made by the growers themselves. —194 *Pac. Rep.* 213.

### Four Firms Suspended by Produce Exchange.

After an investigation a com'ite of the New York Produce Exchange has found that instead of the contract grades sold there had been substituted low grades and chaff in shipments to Germany, Sweden and England made last year thru the elevator at Jersey City operated by the Erie Elevator Co., in which the Armour Grain Co. owned it is said 65 per cent and H. B. Day 35 per cent.

The substitution is said to have been made between the time of inspection and time of sailing.

Restitution has been made to the foreign buyers.

The German Government complained to the State Department that it had bought and paid for between 755,000 and 1,000,000 bus. of No. 2 grade wheat, but that the shipment which it received consisted largely of oats and screenings. The State Department referred the matter to the Department of Agriculture, which turned it over to the exchange.

The Erie Railroad Co., which leased the elevator to the Erie Co., and the Long Dock Company, which has been operating the house since the Erie Co. gave up the lease in January, are in no way implicated. The officers of the Armour Grain Co. at the Chicago headquarters had no knowledge of what the operators of their eastern subsidiary were doing. Mr. Day was manager.

The statement by the governors of the Produce Exchange follows:

"Pursuant to provisions of section 36 of the by-laws, the following corporations are forbidden representation on the floor of the New York Produce Exchange, as follows: The Erie Co., at the pleasure of the board; the Brainard Commission Co., twelve months; the Armour Grain Co., three months, and the Lewis Proctor Co., Inc., three months."

Individuals suspended are, Harry B. Day, Wm. J. Brainard, Thomas C. O'Brien and Harry J. Crofton.

THE ESTABLISHED grain dealer has conscientiously handled the grain business in an honest and upright manner. The malicious attacks against him are unfounded.—Raaber Bros.

A RESOLUTION on lower freight rates on farm products was adopted at the quarterly meeting of the Kansas Board of Agriculture at its quarterly meeting at Topeka, April 11.

# HESS

## GRAIN DRIERS CONDITIONERS

### Moisture Testers and Accessories

## DOCKAGE SIEVES and SCALES

## EMERSON KICKERS

### Grain Testing and Sampling Apparatus

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How easy it is to sell anything thru a want ad in this paper, you would send in your ad at once.

Try it. At least ask us about the success of others.

**Grain Dealers Journal**  
305 So. LaSalle St., Chicago, Ill.

## Feedstuffs

ST. LOUIS, Mo.—The Mixed Feed Supply Co. has removed to the Merchants Exchange.

CHICAGO, ILL.—The Interstate Cotton Seed Crushers Ass'n held its convention here May 17 to 20.

LINCOLN, NEB.—The general offices of the Nebraska Corn Mills have been removed to Firth, Neb.

SIOUX CITY, IA.—Geo. P. Johnson, promoter of the defunct Alfalfa Cereal Milling Co., has been released on bail.

BEAUMONT, TEX.—The Josey-Miller Co. has registered the words "Jo-Mil Kow Kud" as a trademark, No. 140,495, for dairy feed.

VALPARAISO, IND.—The McMahan-Wood Co. is building a 2-story addition, with basement, for the manufacture of additional cereal products.—C.

OKLAHOMA CITY, OKLA.—The Belt Milling & Grain Co., of which J. W. Strader is pres., has begun the erection of its warehouse and feed mill.

MEMPHIS, TENN.—The Royal Feed & Milling Co. has brot suit against the Frisco System to recover the value of a car of molasses feed lost in transit.

MEMPHIS, TENN.—Suit to recover meal and oat clippings valued at \$3,000 has been brot against the Terminal Warehouse Co. by the Superior Feed Co.

MINNEAPOLIS, MINN.—Oscar C. Opsal has resigned as vice pres. of the H. Wehmann Co. and engaged in the millfeed business on his own account with offices in the Corn Exchange.

MEMPHIS, TENN.—The Pease & Dwyer Co. has registered the word "Pilot" as its trade mark No. 142,525 for use on dairy feed alfalfa meal, cottonseed meal and other of its products.

MARSHFIELD, WIS.—The feed grinding plant here has been purchased of the Dodge-Hooker Co., Wausau, by Brickheimer & Thorn, who have retained S. Rasmussen as mgr. of the feed department.

BUFFALO, N. Y.—The Consolidated Feed Dealers Ass'n has employed H. C. Shaw as buyer. C. B. Seay of Binghamton is active in the Ass'n, which is said to have 100 members in a sort of joint buying scheme.

BUFFALO, N. Y.—Feed, cereals and flour will be made by the Globe Grain Co., just incorporated with \$50,000 capital stock by Millard P. Ryley, of Buffalo, Geo. A. Sutherland and Frederick W. Moser, of Scranton, Pa.

AUBURN, WASH.—C. E. Ratcliffe and A. S. Smith are the owners of the Smith Feed Co., which is installing a complete feed grinding and mixing plant. Facilities are being put in for unloading cars of bulk grain, and the equipment will include Monitor Grain Cleaning Machinery, attrition mill, batch mixer for coarse and soft feed, and LePage corn cracker.

## Exports of Feedstuffs.

March exports of feedstuffs, compared with March, 1920, and for the nine months prior to April 1, were reported by the Bureau of Foreign and Domestic Commerce as follows:

	March 1921	March 1920	9 mos. ending March 1921	March 1920
Bran and mids., tons	1,068	222	2,902	1,527
Coconut cake, lbs.	28,042	82,400	453,542	143,313
Corn oil cake, lbs.	121,000	37,500	209,135	510,800
Cottonseed cake, lbs.	40,498,000	.....	297,954,000	338,685,000
Cottonseed meal, lbs.	9,137,000	498,250	54,243,00	110,137,000
Linseed cake, lbs.	51,185,000	32,190,000	288,504,000	302,420,000
Linseed meal, lbs.	1,403,000	1,350,000	12,682,0,0	15,456,000
Milled, tons	626	527	7,743	9,404

MEMPHIS, TENN.—B. L. Sessum has registered the word "Pokadot" as a trade-mark, No. 138,730, for stock feed.

SAN ANTONIO, TEX.—Julius E. Mugge has registered the words "J. E. Mugge & Co., Circle Six" as a trade-mark, No. 127,766, for cow feed.

MINNEAPOLIS, MINN.—The Goodenuf Milling & Feed Co. has registered the word "Goodenuf" on a shield, as a trade-mark, No. 142,141, for stock and poultry food.

CINCINNATI, O.—The Ubiko Milling Co. has let contract to the Ferro-Concrete Construction Co. for a grain elevator of 170,000 bus. capacity, with a concrete molasses tank in the basement.

FOWLERTON, IND.—Before another winter we intend to move our feed grinder to another building and be in shape to grind feed in a more systematic way.—D. C. Duling, sec'y, Fowlerton Elevator & Feed Co.

YOUNGSTOWN, O.—Israel Seligson, doing business as Shifron & Co., is charged with having substituted a cheaper brand of feed for that originally put into the bags by the manufacturer. He admitted it and was fined \$50.

DES MOINES, IA.—The Iowa Corn Products Elevator will be completed for handling grain by July 1, the head house having a capacity of 100,000 and the six tanks 150,000 bus. Later more tanks will be added.—O. J. Meredith, pres.

YOU TAKE your biggest chances when you cater to the man who must have a so-called "cheap" feed. When it doesn't deliver he gets out his little hammer and knocks all feeds, good, bad or indifferent. Sell quality feeds and play safe.—The Feed Box.

THE DREYER COMMISSION Co., of St. Louis, Mo., was given judgment by the Supreme Court of Minnesota recently in a suit against the Fruen Cereal Co., of Minneapolis, Minn., for loss on demurrage and failure to ship 10 cars of hominy feed on two contracts.

LONGMONT, COLO.—At the time of the dust explosion in our feed grinding department we were grinding milo maize. There was no loss of life, nor was there even any one hurt in the explosion, and all the damage done was to blow out a part of one side of our grinding department which was constructed of two by fours, covered by corrugated iron, and the loss was not very much.—J. R. Forsyth, mgr. Longmont Farmers Milling & Elevator Co.

ONE FEED HANDLER of Jackson, Mich., has refused to pay tribute to the Ohio Department of Agriculture in the way of license fees, and is doing his best to make the ridiculous tax law unpopular. Now the Buro claims he owes \$120 in unpaid license fees and as the Buro has no way of collecting the joke is on the Buro. Whenever the Buro gets after some Ohio retailer for selling feed sold by this handler the Ohio retailer is reminded that this feed tax is unjust.

LAFAYETTE, IND.—Bulletin No. 252 of the Purdue University Agricultural Experiment Station reports that Indiana farmers in 1920 purchased 390,078 tons of commercial feeds at an estimated retail value of \$27,014,049. For 1919 the tonnage was 506,958 and for 1917, 379,152. Sales of mill by products were 135,000 tons, of proprietary feeds 78,000 tons, of poultry feed without grit 43,312, of hominy feed 40,000, cotton seed meal 20,000 tons. Indiana's commercial feed bill in 1920, omitting condimental feeds and miscellaneous feeds, may be divided into two general classes, one—\$15,232,690 for straight by-product feeds, and two—\$11,629,194 for compounded manufactured feeds.

ROCKFORD, ILL.—The Chicago Grain Products Co. whose plant is now under construction, will when completed, use 5,000 bus. of grain a day in the manufacture of commercial alcohol. The plant will have a daily capacity of 2,500 bbls. of alcohol.

## Trade Rules Held Binding.

Bossemeyer Bros., of Superior, Neb., were given judgment Mar. 12, 1921, against the Woodson County Grain Co., which had refused to accept several cars on contract.

The Woodson County Grain Co. on Aug. 2, 1917, wired plaintiffs, Bossemeyer Bros.:

"Quote number three corn, number three white corn."

"and received on the same day a reply:

"Number three corn \$2.24. Number three white corn \$2.35."

"and wired back at 12:12 p. m.:

"Book two carloads number three white corn, two carloads number three corn. Bill to Strong City, Kansas."

The rules of the grain dealers' ass'n under which both parties acted provided that immediate shipment should mean 3 days, quick shipment 5 days, prompt shipment 10 days, and that, when no specification as to time was named in the contract, prompt shipment should be implied. On the same day the telegrams were sent, the defendants wrote, confirming the purchase of two cars of No. 3 corn at \$2.24, quick shipment. This letter was received by the plaintiff on August 4.

The Supreme Court of Kansas said: The defendants insist that, having in the letter of confirmation thus directed shipment within 5 days, and having received no wire from the sellers, the time of shipment was thereby fixed at 5 days, and hence the former was not compelled to accept the grain thereafter. The first car was shipped August 6; the second August 8. These were accepted and paid for before the defendants knew that the other cars were shipped a day later. These two cars were refused, because not shipped within the 5 days.

Rule No. 4 of the Grain Dealers' Ass'n provided that it should be the duty of both buyer and seller on day of trade to mail to each other a confirmation in writing, setting forth the specifications as agreed upon in the original articles of trade, and that upon receipt of such confirmation the parties should carefully check all specifications, and upon finding any differences should immediately notify the other party by wire, except in case of manifest errors, when notice by return mail should be sufficient. Rule No. 1 speaks of the "original articles of trade, whether conducted by wire or by mail." Another provision was:

"When either of the confirmations contains provisions at variance with the conditions expressed in the card bid, or other written or printed bid, the provisions of the said card, or other written, or printed bid, shall govern, except when both parties to the contract shall waive the irregularity, by signing the confirmation, in which event, the confirmation thus signed, shall be understood to express the terms of the contract."

The confirmation was not signed by the plaintiffs. It is contended that for this reason the terms of the bid as telegraphed must govern.

Those parties, engaged in the grain business, had mutually agreed to abide by the printed rules of the trade which entered into the contract, unless otherwise expressed, the same as the statutes of the state enter into a contract made between merchants engaged in business.

The matter presented is simply and solely one of construction, and we are unable to find any other justifiable conclusion from the telegrams, rules, and correspondence than the one already indicated.—196 Pac. Rep. 431.

AUSTRALIAN wheat control will end after the 1921 crop is marketed according to a recent Australian cabinet order.

GERMAN PROSPECTS for a good corn crop are more favorable than last year. The early sown fields of rye and wheat are in good condition, although the later sown plants have been damaged by night frosts. The condition of the crops is good in 57% of the districts, against 37% last year, and bad in 9%, against 28% last year. The normal acreage of winter crops is under cultivation in 80% of the district, against only 40% in 1920. Owing to the favorable spring weather, an early start was made with field work, and in fully 13% of the districts sowing was completed during March, whereas last year sowing had nowhere finished in this month. Only 9% of the districts report that sowing has not yet commenced, as compared with 37% last year.—German Minister of Agriculture.

# Fire Prevention

(By Eugene Arms of the Mutual Fire Prevention Euro.)

Fire prevention is applied common sense, plus knowledge of fire cause. Assuming that the former has been supplied we will attempt to go briefly into the causes of fires in grain elevators. The Mutual Fire Prevention Bureau has compiled statistics covering a period of eleven years (1910 to 1920 inclusive) showing the fire loss by causes in grain elevators. Its source of information covers a large percentage of this class of property in the United States and the statistics are therefore comprehensive and conclusive. From these statistics and from the thousands of loss reports received, the lessons of fire prevention are learned.

Fire prevention is a duty. The property owner owes it to himself and to the public. The destruction of grain elevators by fire during the first three months of this year is appalling. Elevators are burning every day. Why is this? There is just one answer. The elevator owners because of temporary unsatisfactory business conditions, have become careless in the maintenance and preservation of their property. As you read this, and we hope you will read to the end and profit by the misfortunes of others, ask yourself if there is a condition in your elevator similar to the one which burned your neighbor's plant. If so, do not take a chance. You have all to lose and nothing to win.

**Cleanliness:** Good housekeeping is the first essential of fire prevention. Dust does and will explode. It does not seem possible that there can still be a single grain man who is not convinced of the terrific force of dust explosion. Even if the explosion were slight, as it usually is in the small country elevator, fire is started in so many different places at one time that control is impossible. A clean bearing on a line shaft or a fast running machine will radiate heat and is therefore much less apt to get hot. If it does there will be no combustible material near enough to start a fire. First look to your housekeeping.

**Locomotive Sparks:** Locomotive sparks are chargeable with numerous elevator fires. The railroads are mostly to blame for these fires. A well maintained locomotive operated by a careful engineer does not throw sparks, but locomotives are not being well maintained and engineers are not careful. Therefore, until the basic fault can be remedied, the elevator must be prepared to stand a shower of live coals. A non-combustible roof, either a good grade of composition or metal is essential. Iron cladding with cornices, wooden frames and all exposed wood-work covered, is of course ideal for the frame house.

A solid foundation should extend fully around the house but if the elevator has been built with cross walls the spaces should be screened tightly, or so tightly boarded that no sparks can enter, and iron cladded to the ground. All the windows should be in good repair and kept closed, or if they are to be opened, should be protected with 3/16" mesh galvanized wire screen. This will permit air and dust to pass freely, but will not admit a locomotive spark of sufficient size to carry fire to the inside. Broken siding or iron cladding hanging loose is inexcusable. Yet fires are often reported from this cause.

The surface of ground for a space of ten feet on all sides should be covered with cinders or coarse gravel to discourage the growth of grass and weeds. This space should be kept clean of all vegetation, litter, and combustibles. If all these things are observed locomotive sparks will be harmless.

**Lightning:** More fires in elevators are directly caused by lightning than by any other known cause. One reason is that lightning calls attention to itself, and the cause is usually known when lightning strikes. A "Cold Stroke" may do damage and these are listed under fires because they are covered by fire insurance policies. If fire ensues all possible effort is made to extinguish it and yet millions of dollars have been lost to the grain trade through the destruction of property by lightning. This loss is entirely preventable.

There is no record of a lightning loss on a metal roof, iron clad elevator with cornices and eaves covered and siding grounded, or on an elevator protected with standard lightning

rod equipment. The insurance credit for lightning protection makes a fair interest return on the investment. Therefore the protection of elevators is a business proposition as well as a duty.

**The Elevator Leg:** The elevator leg contains the most serious fire hazard among the machines. Statistics do not tell the story because fires from this source must too often go into "Cause Unknown" column. From the number of incipient fires reported stating that a choke up occurred and was not discovered, the pulley continued to revolve until the belt burned in two and dropped down into the leg, starting fire to the leg some time after the choke-up occurred, the supposition has been made that many of the fires which break out shortly after closing time are from this cause. Better elevator leg construction is needed.

There are on the market non-chokable turn heads, so arranged that when a bin becomes full the grain returns to the boot instead of falling down the back leg, choking the elevator. A home-made arrangement will do the same thing if properly constructed. There is on the market also a non-chokable elevator boot which, if your power and driving connections are right, prevents a choke from overfeeding.

No system yet devised will prevent a log chain from being dumped by a farmer or an elevator bucket from coming loose and wedging into the boot. Therefore, constant care is essential. The man who starts the machinery and goes home to dinner needs a watchman.

The support of the head shaft, size of head shaft, and type of head shaft bearings are points to be considered in construction, but a book could be written on the subject. However, the elevator boot bearings must not be overlooked. Under ordinary operating conditions there is little strain on boot bearings, but climatic conditions affect the belt and there are many fires on record known to have been caused by elevator boots. The ordinary combustible iron boot with bearings oiled through a tube are good as long as a tube cap is in place and bearing is oiled regularly. Care and maintenance of elevator legs cannot be over emphasized.

**Hot Boxes:** Fires from hot boxes are almost if not entirely, within control of the elevator operator. Proper construction is the first essential; proper oiling second as soon as the babbitt begins to show evidence of wear it is time to re-babbitt. Too often it is put off until shaft contacts with iron of the bearing and the result is disastrous. As has been stated before, clean bearings do not heat as quickly as they do when blanketed with a coat of grease and dust. If they do heat fire is not so apt to start. An excellent practice when oiling is to carry a piece of waste and wipe up the oil which has been dropped upon the outside of the bearing immediately. Then if the bearing is clean at the start it will always be clean.

**Office Stoves:** The office stove commonly used in small elevators is an active offender. The elevator operator comes down on a cold morning, fires up, opens all drafts, goes into the elevator or back home to breakfast, and stove gets red hot from base to end of stove pipe. Of course, this should never happen, but it does and all stoves should be so set that fires will not follow. There should be twenty-four inches clearance between the smallest stove and the frame wall and more space for larger stoves. If there is possibility of fire the wall should be protected by asbestos covered with metal. Floor beneath stove should be protected by sheet metal extended three feet in front and on either side of the stove. Stove-pipe should go directly into chimney without a long run and without passing through a partition.

Chimney should never rest on a bracket, but should extend up from the ground. A chimney on a bracket is never safe and is particularly unsuited for grain elevators. Vibration will eventually crack the chimney, and fire is the logical result. It should have a solid concrete or stone base and be constructed of double brick or, if single brick chimney is built, it should be lined with fire clay flue lining. If soft coal is burned the chimney will require frequent rebuilding. To determine

whether or not this is necessary look down into the chimney and if the plaster is beginning to disintegrate, or if a screw driver can easily be forced through the joints, it is time to rebuild.

**Electricity:** Electric power is safe, efficient, and a most excellent power when properly installed, but the heavy fire loss recorded from defective installation proves that electricity is not properly used and that fires are usually the result of ignorance or carelessness. A well installed motor may be made exceedingly dangerous by the substitution of heavier fuses. It is just as important that electric motors be properly fused as it is that the safety valve on the steam boiler be properly set. Few engineers would hang a monkey wrench on the safety valve. Any of the mill and elevator mutual fire insurance companies or the Bureau will furnish specifications for a safe electrical equipment but it must be maintained by the elevator operator.

**Internal Combustion Engines:** The fires from internal combustion engines are almost without exception due to one of two causes; the careless handling of gasoline or fuel oil or the proximity of an exhaust pipe to combustible material. Three cases have been reported so far this year where the elevator operator was starting an engine with a can of gasoline in his hand or sitting beside him, and sufficient explosion occurred to throw the burning gasoline over the man as well as the building. If the engine is run on fuel oil or kerosene and must be started on gasoline, the only safe arrangement is to have a small gasoline tank buried outside with the regular feed tank, and a line of pipe from each to a two-way valve close to the engine. Just before stopping the engine, the valve can be turned, leaving gasoline in carburetor and a charge of gasoline gas in the cylinder. After the first few explosions during starting the valve can be turned back to the less volatile fluid and by the time the carburetor is empty the engine will be sufficiently warmed to work well on fuel oil or kerosene.

Few elevator men realize the fire hazard from an internal combustion engine exhaust pipe. In a recent report it was stated that an exhaust pipe set fire to wood through six inches of concrete. Of course six inches of air space gives better insulation than six inches of concrete and no exhaust is safe unless it has at least six inches clearance from combustible material.

**Summary:** We have only dealt with the most usual causes of fires in grain elevators. Losses are tabulated under sixty-three different causes. Attrition mills, smoking, spontaneous combustion, steam boiler-room hazard, tramps, dust explosions, friction of belt on wood, hot air furnaces, oil heaters, and steam pipes should each be taken up in turn and discussed. The remedy in most of these cases is obvious and I wish to state again that fire prevention is applied common sense plus knowledge of fire causes.

RICE MILLS in the United States in 1919 as just reported by the Census numbered 86, against 59 in 1914; and their products were 1,062,813,000 pounds of clean rice, 36,197,000 pounds polished rice and 142,984,000 pounds of bran; compared with 674,872,000 pounds clean rice, 31,053,000 pounds polished rice and 99,403,000 pounds of bran for 1914.

## Books Received

**ARMCO, IN PICTURE AND FACT**, is one of the most generously illustrated publications issued by any industrial organization to describe its plant and methods. The 247 indexed pages of this flexible leather bound volume are brimful of information interesting to the general reader, the structural engineer and every builder for permanency. The steps in the manufacture of this pure grade of iron are traced from the mine to the finished bars, sheets and formed products, the well written text being supplemented by over 100 engravings. Reference and computing tables and useful information to all engineers and architects are collected in one section of the volume occupying alone 84 pages. The American Rolling Mill Co., Middletown, O.

# Patents Granted

1,376,660. **Bag Holder.** Jos. E. Ward, Chicago, Ill. Three sides of a rectangle are formed of flat, flexible material bent into form, a rigid reinforcing rod extending between the ends of the bent bar and fastened thereto. Devices carried by the holder support the upper end of a bag.

1,377,743. **Grain Treating Apparatus.** Paul V. Austin, Buffalo, N. Y. The grain is spread in a thin layer on the separator and treated with an atomized spray of a disinfectant solution as it passes over the separator. Simultaneously the moisture and the foreign matter are removed from the grain.

1,377,662. **Grain Drying Process.** Geo. F. Brown, Moorhead, Minn., assignor to the International Patent Investment Co., Fargo, N. D. The roof constitutes an air chamber in the upper part of the bin. Thru the mass of the grain run vertical perforated pipes, the central pipe extending thru the roof.

1,376,720. **Machine for Butting Ears of Corn.** Wm. W. Morrall, Morrall, O. A carrier for the ears is combined with a butt-removing means, a guide leading to the butt-removing means, yielding means independent of the carrier for engaging the ear with a rubbing contact to move the ear toward the guide.

1,377,624. **Filled Sack Sewing Apparatus.** Freehand W. Ostrom, Newark, and Irving F. Webb, Elizabeth, N. J., assignors to the Singer Mfg. Co. An endless carrier conveys the filled sacks past the sewing mechanism, the driving means of the carrier permitting the carrier to be freely moved in opposite directions.

1,376,989. **Bucket Elevator.** John W. Woods, Walla Walla, Wash. The buckets are pivotally attached to chain belts mounted on sprocket wheels with the point of attachment at a distance from the bottom of the buckets greater than the radius of the sprocket wheels. The bottom of the buckets is retarded by a spring attached to the frame of the elevator leg to change the position of the buckets on the belt.

1,376,911. **Building Concrete Structures.** Ira Abram, Dugger, Ind. On a central tower is a sliding platform to which is fastened one end

of a cable the other end of which is removably attached to the sliding forms for hoisting them into position, the cable being arranged so that the platform and the forms will remain in constant relation with each other and the platform may be lowered and raised with each new set of forms to be used.

## Insurance Notes.

SHINGLE ROOFS were condemned by the National Firemen's Ass'n at Fort Wayne, Ind., May 20. A resolution was adopted by the convention favoring the passage of legislation prohibiting shingle roofs.

THE TEXAS State Fire Insurance Commission has made 15 rate increases effective May 1. The non-fireproof terminal elevator schedule is raised 25%, flour and cereal mills 10%, and small grain elevators 25%.

CHICAGO, ILL.—A reinsurance buro for mutual fire insurance companies was favorably reported upon at a meeting May 12 of the Federation of Mutual Fire Ins. Companies, by a com'ite, of which Henry Magill is chairman, and the com'ite has been authorized to perfect plans for the organization of a buro. The annual meeting of the Federation will be held at St. Louis in September.

SPRINGFIELD, ILL.—The Illinois fire loss for April was \$957,954, according to State Fire Marshal John G. Gamber. This is the first time since December, 1919, that the monthly loss has been under one million dollars. Losses for the preceding months of this year were: January, \$1,781,942; February, \$1,736,632; March, \$3,426,289. The March loss was swelled by the \$2,000,000 Armour grain elevator explosion in Chicago. Carelessness as a cause of fires is strikingly shown in the April report. Matches and smoking caused 142 fires and a loss of \$125,000, the largest loss due to one cause. One fire in every six and 13 per cent of the month's loss were the result of careless use of matches and smoking materials. There was one fire in a flour mill, damage \$10. No losses were reported in elevators or grain warehouses. [Evidently the Marshal's reports are incomplete, as an elevator at Macon burned Apr. 7. Loss, \$6,500.]

WASHINGTON, D. C.—The Fitzgerald monopolistic compensation bill was attacked May 19 by state officials and insurance experts. William C. Fisher, actuary for the bureau of workmen's compensation of the state of Pennsylvania, department of labor and industry, said the workmen's compensation fund should not be monopolistic. In a survey of 10,000 accident cases it has been found in Pennsylvania that the state fund is slower in making settlements. There they have three systems, one self insurance, where the employer bonds himself; second, the state fund, and third, private companies. How far the federal government will go in wasting the public funds and encroaching on the field of state and private enterprise is shown by the favorable report made May 19 by the education and labor com'ite to the Senate on an appropriation of \$1,480,000 for a national system for the protection and encouragement of maternity and babies. Small wonder the Fitzgerald socialistic workmen's compensation bill finds support.

AN IMPORT DUTY of 35c a bu. is placed on wheat and 10c a bu. on corn by the emergency tariff bill. The duty of oats is not changed, remaining at 6c a bu.

CUT WORM moths are being closely studied by Prof. Wm. C. Cook, ass't to the state entomologist of Minnesota, with a view of finding means of irradiating them. One of the most interesting discoveries so far is the fondness of the moth for alcohol, the fumes calling myriads of them to a spot. One moth under observation laid 3,000 eggs. There are 10 genera and between 500 and 600 species. Because of its prolificness it is one of the hardest pests to destroy.

## Elevator Casualties.

ABERDEEN, S. DAK.—While cranking a ford truck, the property of the Pacific Elevator Company, R. L. Sinkey, an employe of the company, had his right wrist bone cracked.

FT. WAYNE, IND.—Hoyt W. Early in lifting a bag of grain at the McMullen Co. plant slipped and fell, injuring himself in such manner that a rupture developed a few days later.

LINCOLN, NEB.—Wm. B. Ray, a warehouse man for the Gooch Milling & Elevator Co., was loading a truck when he accidentally stepped on a nail which ran thru the sole of his shoe.

YANKTON, S. DAK.—Frank Trumbo employed by the McVair Elevator Company, sustained a strangulation hernia which he presumed was caused by the lifting of heavy sacks of grain.

MADISONVILLE, KY.—Head Miller, B. B. McKinsey of the Madisonville Milling Co. was feeding stock into an elevator when his right hand caught in one of the cups, the middle finger being badly lacerated.

LANESBORO, IA.—In alighting from an automobile at the plant of the Independent Elevator Co., R. R. Maarsingh, the owner of the elevator, slipped and fell across the grain door, fracturing eight or nine ribs.

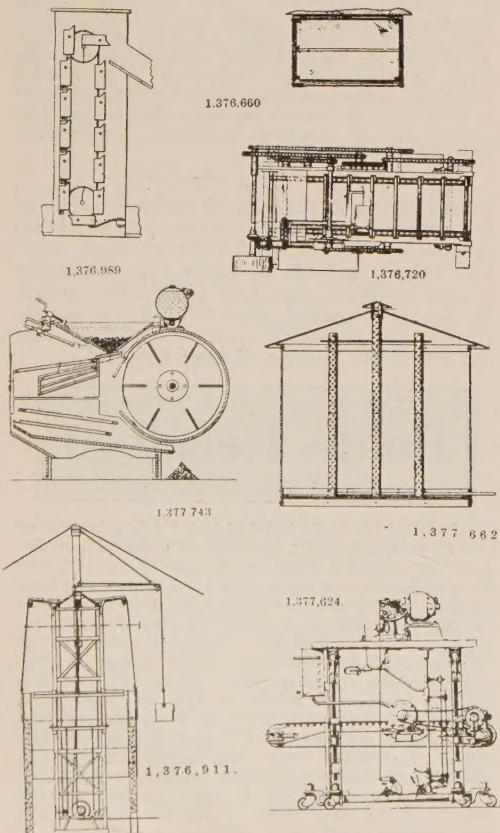
MARSHALL, IND.—In examining a machine for the Marshall Farmers Elevator Co., C. S. McMurtry, the plant engineer, caught the third finger of his right hand. The nail was torn off and the bone crushed to the first joint.

WELLINGTON, KAN.—D. C. Maddy, employed by The Hunter Milling Company was unloading a car of bulk wheat when the car started to move. Maddy had jumped out of the car to place a block under the wheels, when a scoop shovel fell out of the car striking him on the head, causing a scalp wound.

CLAY CENTER, KAN.—Trying to throw a five inch belt on a pulley while standing on a ladder, proved rather disastrous to Wm. Heitman of the Snell Mill & Grain Co. The ladder slipped throwing Heitman against a guard protecting a big belt. Result fracture of the forearm just below the elbow.

THE EMERGENCY TARIFF bill passed the Senate May 11 by a vote of 63 to 28. The bill provides duties which would become effective on the day following its enactment into law and remain in effect for six months thereafter. The duties provided, except as to manufactures of cotton, and of wool and hair, advanced in manufacture beyond being washed or scoured, would be in lieu of those now provided for the period proposed. These duties are as follows: wheat, 35c bu., flaxseed, 30c bu. (56 lbs.); wheat flour and semolina, 20%; corn or maize 15c bu.; beans 2c lb.; peanuts or ground beans, 3c lb.; potatoes 25c bu. (60 lbs.); onions, 40c bu. (57 lbs.); rice, cleaned, 2c where used in manufacture of canned foods, 1c, uncleaned 1 1/4c, broken, and rice flour and meal, 1/4c; rice paddy, 3/4c.

PASSAGE of the Lantz bills led to forecasts of the removal of the activities of the Board of Trade from the City of Chicago, and that later the present site may come to be one of the important points of interest to be explained as follows by the criers on the "Rubberneck Bus." Ladies and Gentlemen! On your left you see the Building that once housed the firms that fed the World during the World War. The home of the former Chicago Board of Trade, an institution that went through financial panics, business depressions and upheavals; through wars, strikes and revolutions, and never closed its doors, nor failed to meet legitimate requirements demanded of it."—Allow us to add that it is our judgment in spite of its apparent frailties, the Board of Trade will remain as a monument of business integrity and survive, long after its traducers will have been forgotten.—Pope & Eckhardt Co.



# The GRAIN DEALERS JOURNAL.

ORGANIZED 1902

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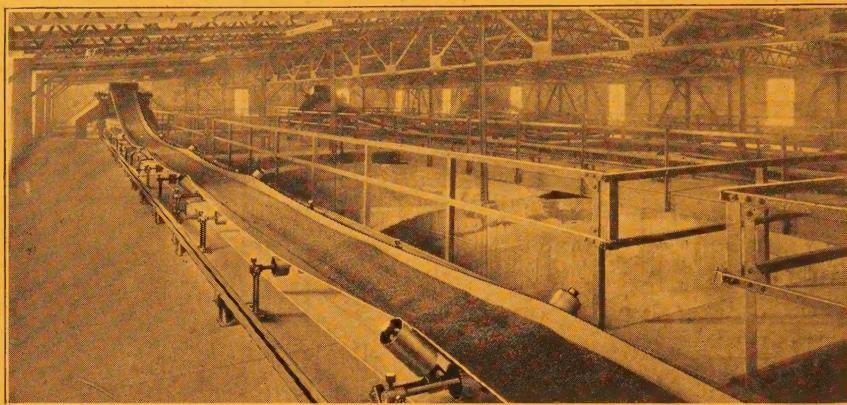
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